

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

June 94

MAY 2, 1936

Number 18

Day In and Day Out...

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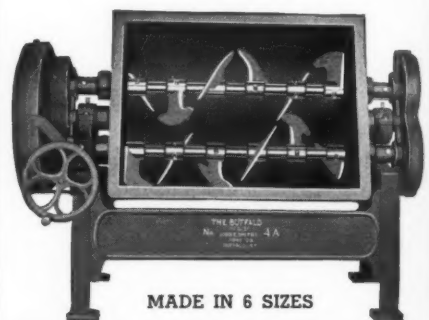
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The National Provisioner

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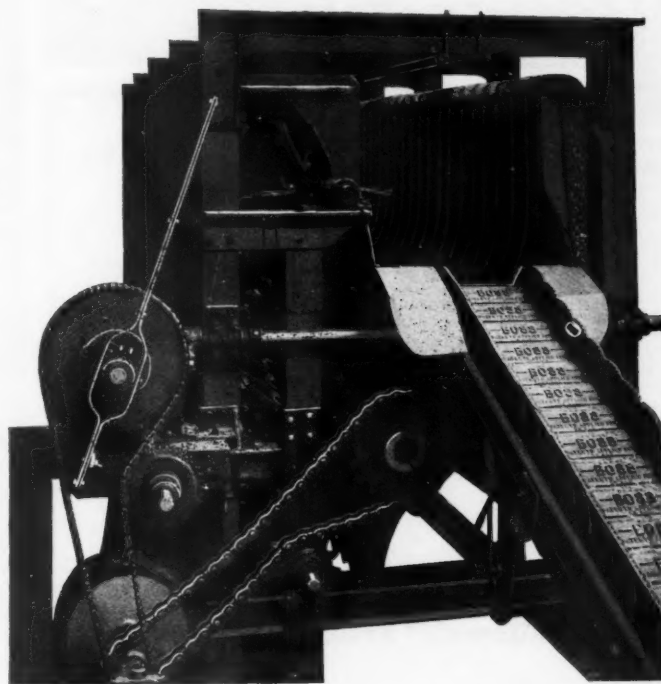
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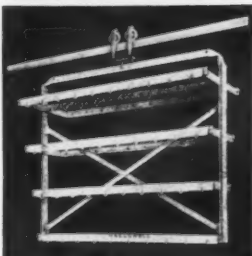
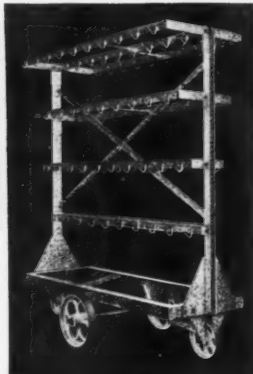
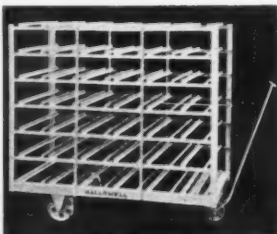
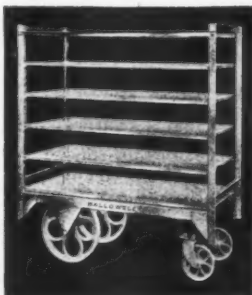
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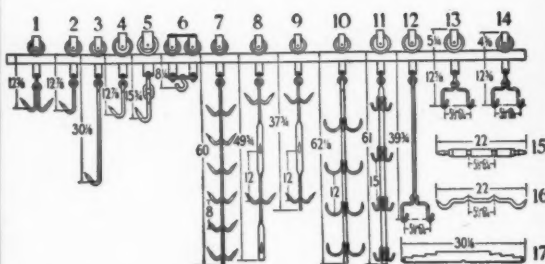
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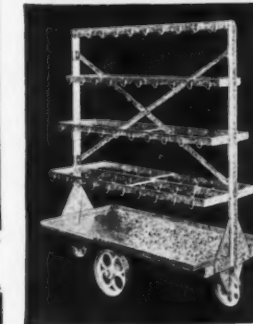
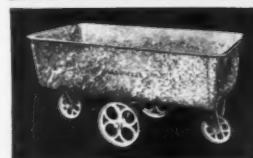
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UNION STOCK YARDS - - CHICAGO, ILLINOIS

THE NATIONAL Provisioner

Volume 94

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Number 18

Meat Packing and Allied Industries

MAY 2, 1936

AIR CONDITIONED SMOKEHOUSES

● Use of Unit Heater for Controlling All Factors Influencing Smoking Results

UNLIKE THE UNIT COOLER — which is rapidly becoming an important piece of air conditioning equipment in the meat plant — there are few processing applications for the unit heater.

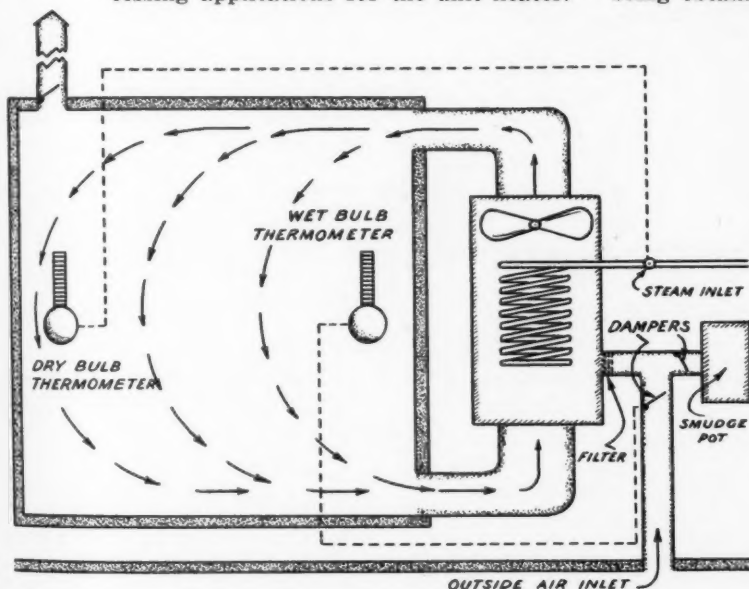
However, for one purpose—largely overlooked to date — the unit heater offers air-conditioning possibilities quite as startling and revolutionary as are being obtained in coolers and chilling and processing rooms with unit coolers.

One engineer proposes to utilize the unit heater to provide and maintain automatically in smoking rooms uniform conditions of air movement, temperature, smoke density and humidity—important factors which influence smoking results. How he plans to do this is shown in the accompanying sketches.

All Conditions Controlled

Unit heaters are constructed similar to unit coolers. A steam coil and fans are mounted within a sheet steel shell. Air is drawn in at the bottom by the fan, pulled over the coils and heated and discharged through outlets in the top.

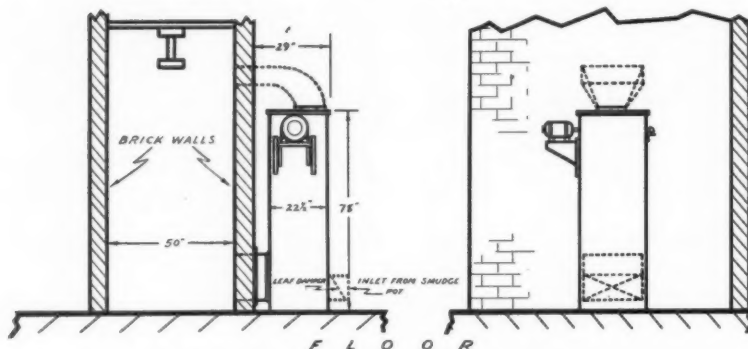
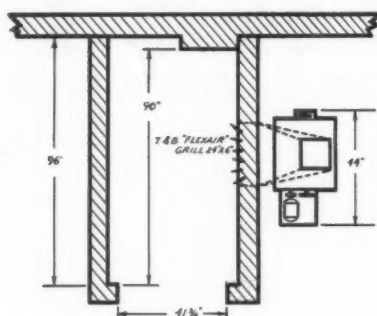
With the suggested plan for using unit heaters for smokehouses, he points out, very close regulation of all conditions could be maintained. It is proposed to install the heater outside the



SUGGESTED PLAN FOR AIR CONDITIONING A SMOKEHOUSE.

How an engineer proposes to regulate within a one-story smoking room all conditions influencing smoking results. Temperature and air circulation are provided with a unit heater. Temperature and humidity within the room are regulated automatically. Density and quantity of smoke in the room may be varied. Such a system probably would require use of a specially-designed unit heater.

smoking room, connected with it by ducts to air inlet and outlet. Also connected to the fan suction would be a duct leading to the smudge pot.



HOW UNIT HEATER COULD BE INSTALLED IN SMOKEHOUSE.

Drawing prepared for an Eastern packer by Clarage Fan Co., Kalamazoo, Mich., showing manner in which unit heater could be installed for heating one-story smoking room and supplying it with required density of smoke.

ABOVE.—Plan view. LOWER LEFT.—End view. BOTTOM RIGHT.—Side view.

Another air duct would lead to outside of building, so that fresh air could be drawn through heater and discharged into the smoking room. A vent would be placed in smoking room roof. Smoke duct, return air duct to heater, vent and fresh air duct would be equipped with dampers. Diagrammatically arrangement would be as shown.

How It Would Operate

In operating this smokehouse the air would be drawn by the fan over the steam coil, heated and then discharged into the smoking room. Any desired temperature could be maintained by a valve in the steam supply line to the coil operated by a dry bulb thermometer in the smoking room.

Smoke would be produced by burning sawdust in a separate chamber or smudge pot, and introduced into the room by the fan suction after passing through filters on the way to remove soot and ashes. Density or quantity of smoke would be controlled by a damper in the smoke duct.

A controlled amount of outside air could be brought into the room through regulation of damper in outside air duct.

Smoking is largely a drying operation—extraction by the warm air of the

moisture in the meat. Humidity in a smokehouse, therefore, would build up very rapidly if the air were recirculated continually.

Humidity Regulated Automatically

In a set-up of the kind suggested here, therefore, humidity would be controlled by diluting the moisture-laden air in the smokehouse with fresh outside air of lower humidity. This could be done by equipping the damper in the fresh air duct to be operated automatically from a wet bulb thermometer in the smoking room, and setting the dampers in roof vent and return air pipe.

Recording thermometers and thermostats could be mounted outside the

preferences and market conditions and situations.

The equipment would provide for a wide range in temperature and humidity conditions. With wet and dry bulb temperatures recorded for every batch of product smoked, it would be a comparatively simple matter to develop standard conditions to be followed for each kind of product.

Possible for Small Packer

Thus, with very simple equipment, it would be possible for the small packer to have air-conditioned smokehouses in which smoking results would be comparable to those secured in the air conditioned smoking rooms installed in larger plants. (See in October 5, 1935, issue of THE NATIONAL PROVISIONER a description and illustrations of such a smokehouse.)

Whether or not the unit cooler installed and operated in the manner suggested here would be the solution for all smokehouse air-conditioning problems remains to be seen. The idea appears feasible and practicable, and no doubt could be worked out satisfactorily. At least, there is offered the opportunity for packers and engineers to do some interesting experimenting.

As in the case of unit coolers for air-conditioning coolers and chilling and processing rooms, the unit heater for the smokehouse should be selected with some consideration for the conditions existing. The temperature it is desired to maintain, quantity of moisture to be extracted from products during smoking period, and volume of air required to be circulated in room to main uniform conditions of temperature—these are particularly important to know.

Properly engineered for the job, a smokehouse air-conditioning system of this type would have much more chance of succeeding than were the unit heater selected and installed haphazardly.

AIR CONDITIONING...Where and Why

A TEXAS meat packer planning erection of a new killing plant, and anxious to incorporate in the building all helpful, modern processing aids, recently wrote to THE NATIONAL PROVISIONER for information on air conditioning. Among other things, he said:

"I have been informed that air conditioning has been adopted in many meat packing plants in this country. Will you kindly inform me how the system is working and state briefly its advantages, if any?"

His letter is similar to many received from packers and sausage manufacturers since THE NATIONAL PROVISIONER began its discussions of air conditioning as an important consideration in maintaining product quality, increasing

labor efficiency and reducing shrink and processing costs.

When Air Is Conditioned

"Air conditioning" is a general term, very loosely used, and which has come to mean one or many things, depending on one's particular interests and needs.

Strictly speaking, air is conditioned when one or more of its properties are altered or modified. These properties are temperature, humidity, purity, odor, motion (circulation), chemical constituents, pressure, electrification and uniformity. When air is cooled or heated, it is conditioned with respect to temperature. When it is dried or moistened, it is conditioned with respect to humidity. When it is speeded up or

(Continued on page 19.)

AUSTRALIA'S *Newest Meat Plant*

● Contains Many Novel Details of Building Design and Equipment Arrangement

AN AMERICAN meat packer or sausage manufacturer, seeing for the first time the new \$150,000 plant of Silvester Bros., Ltd., Redfern, Australia, might expect to find a business differing materially in equipment and methods from those with which he is familiar.

This impression would be gained from exterior appearance of the buildings, which vary considerably in general design from those commonly erected in the United States to house meat packing and sausage manufacturing. This difference can be accounted for principally by differences in climate. It is manifested in high-peaked roofs of corrugated iron and in ornamentation not commonly used here.

But once the American packer or sausage manufacturer entered the plant's doors he would feel very much at home. With the possible exception of a feeling of spaciousness, occasioned by the high-peaked ceilings, he would find that after all an Australian meat plant differs little in equipment and methods from those he is accustomed to.

Results in meat packing and sausage manufacturing are secured by following certain definite rules just as fixed below the equator as north of it.

But going through the Silvester plant the American packer, if he were observant, would discover many details of building construction and methods of operation he might be able to apply profitably to his own business.

Coolers in the Center

Among the first things he would note is that much consideration has been given to layout of departments. The four-story cooler building is located in approximately the center of the plant, with the various processing departments so grouped about it that handling of carcasses into the plant and movement of raw materials and finished products to and from the coolers is kept at a minimum.

Provisions made for maintaining a high degree of cleanliness would not escape his notice. Cement floors are used throughout, with coves at the walls. Overhead piping, rail supports, shafting and suspended equipment of all kinds has been held to a necessary minimum to avoid lodgement of dust as much as possible in hard-to-get-at locations.

All equipment—such as benches, tables, cooking vats, stuffers, etc.—is placed well away from walls to simplify cleaning operations. Interior walls

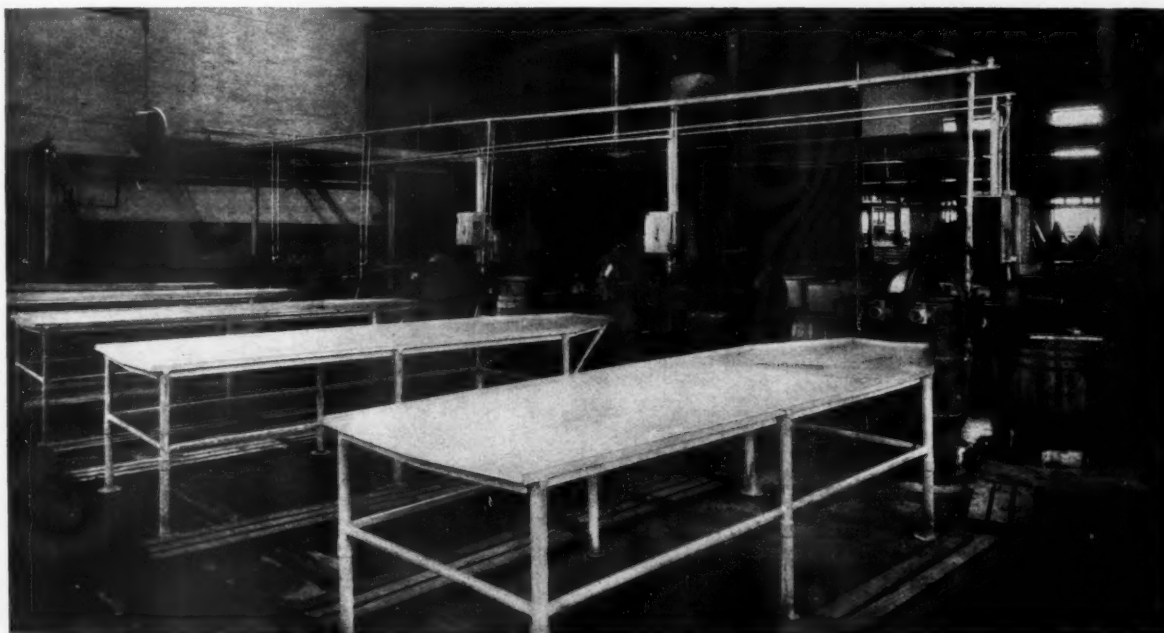


SMOKEHOUSE ALLEY.

Equipment and methods used in Australia for smoking hams, bacon, and sausage are similar to those in American meat plants. Six smokehouses are installed in the new Silvester plant. Smoking is done over wood fires.

throughout are oiled to a height of 6 ft. for easy washing. Meat trucks, tables and other such equipment—even buckets and dippers—are of stainless steel.

Liberal spacing of equipment not



VIEW IN SAUSAGE GRINDING, MIXING AND STUFFING ROOM.

This is the largest exclusive sausage manufacturing plant in Australia. It employs 160 workers, 100 of whom are engaged in processing and manufacturing departments. Three thousand feet of overhead rails are installed. Bacon production is 60 tons weekly. Modern equipment, including stainless steel sausage stuffing tables, is used.



ONE OF A FLEET OF TWENTY-FOUR.

Twenty of Silvester's fleet of modern motor trucks are required to serve the 1,000 stores in the metropolitan area of Sydney, Australia. The other four are in interurban service. Sausage and processed meats are known as "small goods" in Australia.

only aids in maintaining a high degree of cleanliness, but also materially reduces possibilities of accidents to workers.

Novel Features Add to Safety

Other safety features in this plant are worthy of more general adoption. Noteworthy among these are provisions made to reduce chances of injury to employees as a result of cages dropping off overhead rails. When empty these cages weigh 200 lbs., and loaded with sausage 700 lbs. If one of them dropped off a rail onto a worker a very serious accident might result.

In excess of 3,000 ft. of overhead rails are installed throughout the plant, in which there are a great many switches. Each of these is equipped with an automatic stop, making it impossible for a worker to push a cage through an open switch.

An electric elevator serves the four floors of the cooler building, as well as the bacon curing department and the bulk storage room. This is fitted with two rails for transporting carcasses or product on cages. These elevator rails are arranged in such a manner that the elevator cannot be operated unless connecting meat rail links and elevator doors are properly adjusted.

All meat grinders are fitted with safety hoppers. Individual motor drives are used throughout.

Largest of Its Kind in Australia

This new plant of Silvester Bros., Ltd., is said to be the largest exclusive sausage manufacturing and bacon processing plant in Australia. It comprises a four-story cooler building, two-story trimming section and a store and two large ground floor sections housing processing and manufacturing departments.

The company employs 160 workers, 100 of whom are engaged in processing and manufacturing departments. Out-

put of sausage and bacon averages 60 tons per week. A large percentage of this production is sausage; the company is said to be the largest user of hog casings in Australia.

The company purchases hogs but does no slaughtering, this operation being performed in a custom slaughtering plant. Methods of processing bacon and manufacturing sausage and the equipment in use vary little from those employed in the United States.

Sausage is smoked in 6 two-story smokehouses over wood fires. Seasoning and spices are purchased in bulk and ground and blended in the plant.



COOKING ROOM.

Much of the equipment in this plant is stainless steel and is installed well away from walls to facilitate cleaning. Because of high ceilings in most of the departments a steel structure is required to support overhead rails.

Steam for heating and cooking is furnished by two 80 h.p. boilers. Refrigeration is supplied by two compressors—one 45-ton and the other 18-ton—the latter being for stand-by service.

Cooling Done with Forced Air

A brine cooling tank holding 10,000 gallons and equipped with 7,200 lineal feet of direct expansion piping is located on first floor of cooler building. From this tank the brine is pumped to the fourth floor, where it is sprayed into what is known as a cooler room. A forced air circulation through the brine sprays carries chilled air through ducts to the various rooms in the cooler building.

Product is distributed in 24 motor trucks, 20 of which are needed to deliver to the 1,000 stores in the metropolitan area served by the company.

COURT HAS REVIEW RIGHT

Although upholding a reduction of rates at the St. Joseph, Mo., stockyards by Secretary of Agriculture Wallace, the U. S. Supreme Court this week emphasized that it had the right to pass upon the facts as well as the law in any case involving an order or ruling by a federal bureau or department or administration official.

The agency to which congress delegates its power is no less subject to constitutional limitation than is Congress, said the court. To deny the courts the power to interfere with unconstitutional acts would place constitutional rights "at the mercy of administrative officials" and seriously "impair the security inherent in our judicial safeguards."

A minority of the court agreed with the majority in finding that the stockyards company had failed to prove the rates set by the secretary were confiscatory, but dissented from the opinion that the court had the right to review the facts on which the secretary based the rates. The action involved orders issued May 4, 1934, but the question had been in dispute since 1931, when an attempt was first made to reduce charges at the yards.

PACKER ATTACKS LABOR ACT

A petition of the Iowa Packing Co., Des Moines, Ia., for an injunction to restrain the National Labor Relations Board from interfering in labor relations of the company will be heard at Kansas City, Mo., on May 8, federal judge Albert L. Reeves announced this week. The company has attacked the constitutionality of the Wagner labor relations act. A hearing scheduled for Des Moines this week has been postponed, pending the federal district court's action.

House Passes Tax Bill WITH "Windfall" LEVY

AFTER brief debate, the U. S. House of Representatives passed its unprecedented new tax bill this week by a vote of 267 to 93. A "windfall" levy to obtain processing tax funds returned to processors or unpaid on invalidation of the AAA, was included in the measure.

The tax bill is now in the hands of the Senate where the finance committee has begun public hearings on it. Major changes may be made, although consideration is expected to be speedy in hope of early adjournment of Congress. It is not known whether the Senate will wish to add new processing taxes to the measure, as originally suggested by the administration, or whether it will tack on other revenue-raising provisions. Although the estimated yield of the House bill is \$803,000,000, it falls short of the revenue recommendations of the President.

The House bill revises existing corporate taxes by levying heavily on undistributed profits of corporations. The expected effect of this tax is to force companies to pay out profits in the form of dividends which can then be taxed under normal and surtax rates on individual incomes.

Tax on Inventory Appreciation

Meat packing and other industries which carry large inventories may be seriously affected by the tax on undistributed profits. Rising prices might increase the dollar value of inventories and be reflected as a "paper profit" in the profit and loss statement. Under conservative industry policy this inventory profit would be regarded as non-spendable since a reversal of the price trend might easily offset the appreciation in values. Firms which were tempted or forced to disburse a large portion of such inventory profits, which they would normally hold as reserve, would be in a very embarrassing position.

Under the present bill the only hope would be that administrative authorities might permit the reasonable use of accounting methods which would avoid wide swings of inventory valuation. Under one such system, inventories might be treated as fixed rather than current assets. However, the U. S. Bureau of Internal Revenue has never recognized this system as legitimate.

Additional danger and trouble for the packing industry is seen in the "windfall" tax. This levy of 80 per cent on the portion of the net income of a processor, supposedly derived from shifting his processing tax burden to others, is based on assumptions which industry leaders regard as impractical. They

have pointed out, for example, that there is no real way to determine whether any or how much of the processing tax may have been passed on by packers.

Government's Shifting Formula

The extent to which a processor may have shifted the tax is supposed to be represented by any remainder left after deducting the cost of each article, plus the "average margin" on it, from its selling price. The margin is to be an average margin during the five years preceding the imposition of the hog processing tax. Although such factors as lower volume, which would mean higher per unit production cost during and after the crop restriction program, may be considered in computing the margin, it is not known whether added costs caused by the NRA would be considered.

Processors in several industries object to the "windfall" levy and have indicated that suit may promptly follow its enactment. They point out that the tax is really a legislative attempt to frustrate the decision of the U. S. Supreme Court and violate the constitution. Their action against the tax might involve refusal to pay it and the seeking of injunctions.

Some legal observers believe that the cost of collecting "windfall" taxes will be so high that the government will derive little net income from them. They believe that the courts might be forced to consider individual transactions and specific contracts. Such analysis would be very different to make, and accordingly expensive for the government and the taxpayer.

ANTI-DISCOUNT BILL PASSED

Robinson-Patman chain store bill was passed by the U. S. Senate this week after it had been amended with the Borah-Van Nuys price discrimination measure and several provisions which would make its terms inapplicable to specific industries. The general purpose of the Robinson-Patman bill is to prevent discounts, rebates and allowances to quantity purchasers. It is expected that a Senate conference committee will have to write an entire new measure when the House takes action on one of the price discrimination bills before it.

The Borah amendment is less sweeping than other proposed legislation and would prohibit certain trade practices by law rather than delegate discretionary powers to the Federal Trade Commission.

PACKER SALES BAROMETER

First figures in a new business survey service of the U. S. Department of Commerce were made public this month. The department hereafter will report monthly sales and collections from groups of companies in the meat packing and other industries. Nineteen meat packing companies had sales of \$5,305,000 for March, an increase of 2.7 per cent over February and 18.3 per cent over March, 1935. The ratio of collections to accounts receivable at the beginning of March was 143.5 per cent, higher than in the previous month and in March, 1935. The fact that the percentage is above 100 indicates that on the average accounts are being paid in 30 days.

DOG FOOD AS HUMAN FOOD

While attacking administration crop restriction policies under the AAA in a recent speech in Congress, Senator L. J. Dickinson of Iowa declared that a large portion of the dog food produced in the United States is consumed by human beings. He quoted L. J. Becker, former secretary of the National Dog Food Manufacturers' Association, as estimating that one-fifth of the annual production of 500,000,000 lbs. is eaten by humans.

Producers of inspected and uninspected dog food in the Chicago area did not agree with Dickinson's statements. M. Katz, president, Rival Packing Co., pointed out that there is no reason for humans to eat dog food since many more suitable foods are cheaper. He declared, moreover, that the product is labeled "fit for human consumption" to prove to the dog owner that it is pure.

Russel M. Smith, in charge of dog food department of Wilson & Co., said that in his opinion little of the food is eaten by human beings, because most of it is sold to retail stores in well-to-do areas.

Rush Watkins, vice president, Ready Foods Co., asserted that it was unfair to class all uninspected brands together and call them impure. Most producers of dog food, he said, are producing a pure article.

FARM INCOME AGAIN RISES

Farm cash income in March totaled \$513,000,000, of which only \$15,000,000 came from government benefits, compared with \$429,000,000 in March last year, which included \$50,000,000 in benefits. The U. S. Bureau of Agricultural Economics attributes increase in March income to larger marketings which more than offset any price declines. Marketings of hogs, grains, eggs, and other farm products increased more than seasonally during March. February income amounted to \$467,000,000.

Practical Points for the Trade



Minced Ham Loaf

Demand for ready prepared meats increases with coming of warmer weather. Consumers want to buy meat loaves of various kinds for picnics, parties and heatless meals. A Southern packer wants to know how to make a minced ham loaf. He writes:

Editor THE NATIONAL PROVISIONER:

We would like to make an attractive minced ham loaf. Can you furnish us with a formula and processing directions?

Minced ham loaves, like other meat loaves, may be made with a number of different combinations and seasonings. To be called minced "ham," however, the product must be made from ham.

Repeat business in making minced ham loaf and other specialties depends on turning out a product that retailers and consumers will remember. Sometimes this touch of individuality may be added to a good product by a little different seasoning; sometimes by decoration of the loaf and sometimes by packaging. Processing and merchandising departments should work together to give the product a sales personality of its own—qualities which advertisements can feature and salesmen talk about.

Outlet for Ham Trimmings

Heavy hams may be used for making minced ham loaf. The packer may also use hams which because of bruises, rough skins, etc., are not used as a regular or skinned hams. Take 100 lbs. of cured ham trimmings, not more than 80 per cent lean. Grind through the $\frac{3}{8}$ -in. plate and put in the mixer. Add the following seasoning:

- 5 oz. white pepper
- 8 oz. sugar
- 1 oz. ground celery
- $\frac{3}{4}$ oz. ground cloves
- $\frac{1}{2}$ oz. cinnamon

Mix spices thoroughly and add to ground meat in mixer. Be sure seasoning is well distributed. Then mix in 5 tablespoons of mapleine extract dissolved in 1 pint of cold water. Ready prepared seasonings or specially prepared seasonings, as manufactured by reputable firms, may be used in this formula to secure uniformity of product and convenience of manufacture.

Press minced ham mixture into molds lined with parchment paper and put the lid on as tightly as possible. Cook for 3 to 3 $\frac{3}{4}$ hours at a temperature of 160 to 165 degs. Fahr. Cool and put into chill room until following day.

Then take loaves out of molds and sprinkle with granulated sugar on all sides. Care should be taken to see that the sugar is sifted on uniformly. Place in an oven at 550 degs. Fahr. for 6

minutes. Remove from oven and put 4 slices of pineapple in a row on the smooth surface, being sure that pineapple is thoroughly drained so that juice will not run down and spoil sugar coating. Put either red or green cherries in the center of each slice of pineapple. Sprinkle loaf again with granulated sugar and place in oven for 8 to 10 minutes until sugar browns. Then put back in cooler.

The oven should be hot when sugared loaves are put in as otherwise they will crack and come apart. However, the loaves should not be browned too much. This loaf may also be made of cured pork trimmings but should not be called a minced "ham" loaf but rather a meat or sausage loaf.

MEAT SMOKING SCHEDULES

If meats are soaked too long, time and money are lost; if they are not soaked enough, quality is affected. Packers who follow the soaking schedules in "PORK PACKING," The National Provisioner's new book for pork packers, can't go wrong.

BACON for Slicing

• • •

Many packers who make sliced bacon are not having satisfactory results. They handle the bacon for slicing as if it were to be sold as slab bacon. *This cannot be done.*

If the bacon is not carefully handled, cured and smoked the product is likely to mould when it is sliced and packaged, especially if it is held in the retail market for some days.

Sometimes the packer thinks this is the fault of the wrapping or container. This is not the case. *The trouble is in the method of handling.*

Instructions for preparing bacon for slicing have been prepared by THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on "Bacon for Slicing."

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

Bologna in Brine

A Southern packer wants to know about a brine in which sausage can be kept. He writes:

Editor THE NATIONAL PROVISIONER:

We have heard that bologna can be kept in brine for periods as long as 30 days. Can you supply us with the brine formula and tell us the temperature at which it should be stored? What type of container should be used?

Bologna which is to be placed in brine is made in the usual way. It is put in a plain salt brine of 50 degs. salometer strength or in a vinegar brine of 45 grain strength. The vinegar is brought to this strength by diluting it with water. It is well to bring brine to boiling point to sterilize it before using. It is then cooled before being poured over the bologna.

If bologna is to be sold in brine, it is usually packed in pails and covered with liquid. The cover is not put on for a few hours. Before closing the product should be inspected to see that it is covered with brine and that containers show no leaks.

This practice should not be followed for holding bologna in the plant. Regular bologna should be made according to the demand by the trade. Bologna in brine is often a somewhat less expensive product than that sold as soon as made.

TROUBLE IN CURING HAMS

Difficulties in curing hams often date back to hog chilling. A Western packer writes:

Editor THE NATIONAL PROVISIONER:

Please advise us what might be the cause of "gassy" hams. We cure them in vats and in tierces in an 80 deg. saltpetre pickle. They appear to be thoroughly pumped. However, we have had this same trouble for several months.

"Gassy" hams often are due to faulty chilling of the hogs. Hogs should be chilled down as rapidly as possible until the hams have a bone temperature of not over 36 degs. Fahr. This can be determined by the use of a testing thermometer. Quick chilling to the proper inside temperature before the hams go into cure is the best way to avoid this difficulty.

This packer reports curing in 80 deg. pickle and pumping the hams well. Investigation has shown that the pump pickle should be stronger than the cover pickle. The pump pickle should be 90 degs. salometer strength and cover pickle not over 75 degs. Curing should be done at a temperature of 38 degs. Fahr. and hams should be cured $\frac{3}{4}$ days to the pound with pickle of this strength.

Jellied Corned Beef

A packer is having trouble with his jellied corned beef turning dark. He writes:

Editor THE NATIONAL PROVISIONER:

Could you give us some information regarding the cause of jellied corned beef turning black? We are using beef cheek meat, saltpetre and sodium nitrite cured. The meat is cured from 6 to 8 days.

Although this packer does not state the amounts of curing materials used in making his corned beef, it is possible the difficulty lies in the cure.

A standard method of handling beef in cure is to cut pieces into desired size, soak them in ice water for 5 to 6 hours, drain and then put them in cure. Sprinkle a thin layer of fine salt on bottom of curing container, rub each piece of meat thoroughly with fine salt and pack in layers, sprinkling fine salt on each layer. Leave plenty of room for curing pickle which is an 80 deg. salometer brine, containing 15 lbs. of sugar and 6½ lbs. of nitrate of soda per 100 gals. of pickle.

Cure at a temperature of 38 degs. Fahr. for about 20 to 25 days. Overhaul on the fifth, tenth and fifteenth day in cure. If rump pieces are used some packers use a brine of only 60 degs. salometer, but use 80 deg. pickle for plates and briskets. If meat is to be used for canning, it need not be fully cured, but just sufficiently to develop color and flavor.

EMPTYING TALLOW BARRELS

A Northwestern packer asks how tallow can best be emptied from barrels. He writes:

Editor THE NATIONAL PROVISIONER:

Could you describe the process of steaming tallow out of barrels? How are barrels of edible tallow emptied?

Indible tallow is ordinarily removed from barrels by steaming. The full barrel is placed in a trough, a steam hose is inserted in the bung, the steam turned on and steaming continued until the tallow has softened sufficiently for easy removal.

Barrels of edible tallow are emptied by hand with a shovel, used only for edible materials. This is done in a warm room after the tallow has softened sufficiently to be handled in this manner. A tub of warm water is available into which the workman occasionally dips his shovel to make the work easier.

CUTTING SKINNED HAMS

An Eastern packer who is interested in handling skinned hams inquires:

Editor THE NATIONAL PROVISIONER:

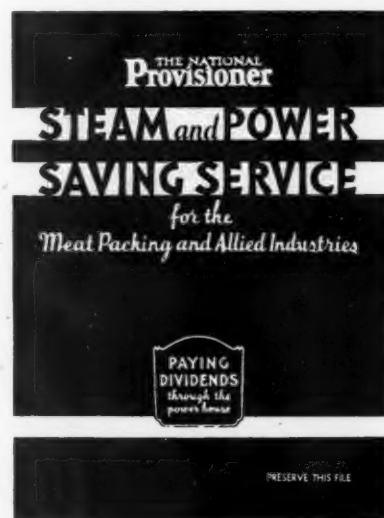
What are the Chicago Board of Trade specifications in regard to the amount of skin to be left on skinned hams? What is the Board of Trade ruling on curing charges—are they based on green or cured weights?

The Board's specification for skinned hams is as follows:

"Skinned hams shall be cut in all respects the same as standard hams, except that the skin must be removed down to within, at most, four inches from the shank, the fat to be bevelled back at least three inches from the lean at the butt, and to be neatly rounded and bevelled on flank and cushion, not over one and one-quarter inches in thickness of fat to be left on any portion of the ham from which skin has been removed. Back packed hams shall not be classed as standard."

The Board of Trade has no ruling on curing charges—whether based on green or cured weight. This is regarded as a processing matter and without the jurisdiction of the Board. It is a matter of arrangement between the buyer and the seller what charge shall be made for this service.

Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn St., Chicago, Ill.

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Firm.....

Street.....

City.....

Plant Operations

Pointers for the Superintendent, Engineer, Master Mechanic and other Operating Executives

BUSHINGS FROM STANDARD PIPE

By W. F. SCHAPHORST, M.E.

First-class pipe bushings can be made from standard pipe.

If the meat plant pipe fitter knows this can be done, he probably is not always sure of the correct size of drill to use for tapping.

The accompanying table will give him the information he needs to make bushings out of ordinary sizes of extra heavy and double extra heavy pipe.

For example, to bush from ¼ in. to ½ in. use a piece of ¼ in. extra heavy pipe sufficiently long for cutting outside thread. Cut off end to desired length, drill or ream with a 21/64-in. drill (diameter 0.328 in.) and tap with a ¼ in. pipe tap.

The table tells the complete story for all ordinary sizes. In one case, ¾ in. to 1 in., internal diameter of ¾ in. extra heavy pipe is such that no drilling is necessary. For bushing from ½ in. to ¾ in. either extra heavy or double extra heavy pipe can be used.

PIPE AND DRILL SIZES FOR BUSHINGS.

To Bush From	Use This Size Pipe	Use This Size Drill or Reamer
In. In.	In.	In.
¼- ¼	¼ ex. heavy	21/64
¾- ¼	¾ ex. heavy	none
½- ¼	½ double ex. h'vy.	21/64
¾- ¼	¾ double ex. h'vy.	27/64
½- ¾	½ double ex. h'vy.	9/16
¾- ¾	¾ ex. heavy	9/16
¾- ¾	¾ double ex. h'vy.	9/16
¾- ¾	¾ double ex. h'vy.	11/16
1 - ¾	1 double ex. h'vy.	29/32
1¼-1	1¼ double ex. h'vy.	1/8
1½-1	1½ double ex. h'vy.	1/8
1½-1¼	1½ double ex. h'vy.	1-15/32
2 - 1½	2 double ex. h'vy.	1-23/32
2½-2	2½ double ex. h'vy.	2- 3/16
3 - 2½	3 double ex. h'vy.	2- 9/16
3½-3	3½ double ex. h'vy.	3- 3/16
4 - 3½	4 double ex. h'vy.	3-11/16
4½-4	4½ double ex. h'vy.	4- 3/16

SAFETY IN CLEANING DRYERS

Serious accidents may occur to workmen cleaning mechanical dryers if power is not locked off when they go inside. Power switch should be locked in off position and key should be carried by man making repairs or inspection. "Man Inside" placards should be placed on the switch. Adequate ventilation should be provided for men working in blood dryers. Extension lights for use in dryers should be carefully inspected for broken insulation or any "live" parts which workmen might contact.



In New Orleans it is the custom of merchants to give something extra with every purchase, a gift, "lagniappe."

Lagniappe is a part of every purchase of "VISKING" Casings—extra advantages which do not appear on your invoice.

Constant research and improvement by VISKING, the originator of the cellulose casing... Numerous price reductions made possible by improved manufacturing meth-

ods... Exacting supervision... Rigid inspections... Helpful sales service... Dealer acceptance and a fast pyramiding demand for "VISKING" Casings...

Call them "lagniappe"—call them "service"—VISKING offers these and many other outstanding business-building advantages to the progressive manufacturer.

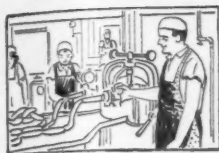
The value of "VISKING" Casings is more than SKIN DEEP.

"Visking" is the registered trade-mark of the Visking Corporation to designate its cellulose Sausage Casings and Tubing



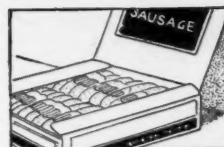
THE V ISKING CORPORATION

6733 WEST 65TH STREET, CHICAGO, ILLINOIS



A Page
for the

SAUSAGE Manufacturer



MEAT LOAF Sales

Many New Varieties Possible Which Will Increase Volume

MEAT loaf sales—like bread sales—can be stimulated with variety.

Sausage manufacturers and packers may well borrow from the bread baker a merchandising idea which would increase their volume and profits. It is to make a wide range of loaf products which differ enough in taste and appearance so that every consumer, no matter how often she buys, can select her meat loaf from new and old favorites.

During recent years the baking industry has considerably increased the kinds of bread sold. Almost any food store now carries prune, raisin, bran, whole wheat, potato, cinnamon, rye, cheese, milk and other breads. Not all of these move in great volume, and not all are made and sold daily. But the variety offered serves at least two important purposes:

1.—Bread, although eaten daily, does not lose its appeal because the range obtainable prevents monotony.

2.—Total bread sales are increased, for the consumer in many cases uses new types to supplement commoner kinds rather than as substitutes for them.

Give Them Something Different

This idea will work as well in the meat as in the baking industry. Sausage manufacturers and packers who offer varied meat loaf lines are those who are going to profit this season. The processor must tempt his customers by offering them meat loaves which are different, tasty and unusual in appearance.

The meat loaf manufacturer's first impression may be that he will have less volume in each type of loaf as he increases

his variety. However, the experience of several companies shows that he can reasonably count on more tonnage if he makes and merchandises specialty loaves.

How can the packer or sausage manufacturer get variety in his meat loaf line?

An almost limitless range of products can be obtained by:

- 1.—Using new combinations of meats;
- 2.—Adding vegetables, cereals and other food products to meat;
- 3.—Achieving flavor distinction through seasonings and spices, as did the Abraham Bros. Packing Co., Memphis, Tenn., by using Angostura in liver loaf.
- 4.—Garnishing with colorful fruits and vegetables;
- 5.—Covering loaves with attractive glazes;
- 6.—Packaging the product in appealing wraps or containers, and shaping it in novel forms.

Meat—Vegetable Combinations

A large number of vegetable-meat combinations can now be made by the packer. He can obtain many vegetables ready for use, either canned or dehydrated. This cuts the labor cost of handling them in the meat plant. Vegetable meat loaves are popular with the consumer, too; she may now have al-

most a complete meal of meat and vegetables in one loaf.

Nutritional value which is added when vegetables or other ingredients are combined with meat in loaf-making provides a good basis for advertising and merchandising. The public is vitamin and mineral conscious and believes that vegetables are especially endowed with these food elements.

Certain types of meat loaves have won local popularity and might well gain countrywide public acceptance. Among these is the spinach loaf, which is much in demand on the Atlantic Coast. Spinach combined with liver sausage or Braunschweiger is also meeting with success and increasing sales on these two items in several localities.

New Meat Loaf Ideas

To prevent fermentation which might be caused by fresh spinach, the packer can now purchase evaporated baby spinach leaves. These will eliminate the possibility of excess moisture in the loaf.

Cheese and macaroni loaf has enjoyed good sales for some time, and pimiento loaf is an old favorite. Many packers are now adding sweet green bell pepper flakes to their regular pimiento loaf, and are getting extra sales because of the contrast appeal of having both red and green in the loaf. Carrots, with their deep orange color, also offer a good contrast to the light red of pimiento.

Mushroom meat loaf is another product with distinctive taste. Mushroom powder used is a full-flavored blend of imported mushrooms. Canned mushroom buttons are used as a garnish and add much to the attractive appearance of the product.

Several meat packers have had profitable sales during the past three years with a combination of five garden vegetables in meat loaf. These vegetables can be used in evaporated form, eliminating fermentation. Food value, color and flavor are retained in the dehy-

(Continued on page 48.)



VARIETY BOOSTS MEAT LOAF SALES.

Consumers will buy more meat loaf when more types are offered. Processors can create countless individual loaves by novel combinations of ingredients or through use of new flavorings, wrappings or decorations.



Refrigerate electrically **AS YOU DRIVE**
with Century **ELECTRIC POWER SYSTEM**
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FOR TRUCKS AND TRAILERS

Yes, it's a fact! . . . Simply set the thermostat, and regardless of time, stops or distance, any desired degree of refrigeration in truck or trailer is constantly maintained, and all former losses through change in grade, shrinkage and deterioration are definitely ended.

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We supply the power system *only*, but the economies are so great (as much as 60%) that the cost of an installation, including any make of compressor and coils, is quickly liquidated — with years of service still ahead!

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REFRIGERATION and Air Conditioning



Air CONDITIONING

Where and Why It is Used in the Meat Plant

(Continued from page 10.)

slowed down, it is conditioned with respect to motion.

In cotton and silk mills, humidity of work rooms is a major consideration. The main purpose of air conditioning in such places, therefore, is to maintain the relative humidity at the required point, although comfort cooling and heating may also be functions of the air conditioning system.

Owners of stores, hotels and restaurants are interested mainly in maintaining conditions of bodily comfort. With them temperature and air movement are first considerations.

In chemical and some food manufacturing plants—gelatin manufacturing plants, for example—air purity is very important, and may be the characteristic most closely regulated. Temperatures and relative humidities might be secondary considerations.

Correct Humidity Cuts Loss

In meat packing and sausage manufacturing plants refrigeration is required to prevent spoilage of product during processing operations and in storage. In the broad sense, therefore, the packer always has had an air conditioning system in operation, for he has conditioned air with respect to its temperature.

But there are other characteristics of air that have important influences on meat. If the air of coolers and processing rooms contains too little moisture (low relative humidity), it will absorb moisture from products. Loss of weight results. This loss from drying, or absorption of moisture by air, is known in the meat packing industry as "shrink."

If air in contact with meat contains much moisture (high relative humidity) and temperature of products is below dew point of the air (at a temperature which will cause moisture in air to condense on the meat), conditions favorable to slime and mold growth are created, leading to early spoilage.

Conditions Required for Meat Plants

In chill rooms and coolers uniform conditions of temperature and humidity are essential for best results and least shrink of products. To obtain uniform cooler conditions, air movement at proper velocities and in adequate volume is required.

These three characteristics of air—temperature, humidity and movement—always have been factors in meat plant results. The influence of temperature has been quite generally recognized. It is only recently, however, that packers have come to appreciate the importance of humidity and air movement, and to design and operate their refrigerating systems to secure and maintain ideal conditions for product processing and storage.

So far as the meat packing plant is concerned, therefore, air conditioning is taken to mean that conditions of tem-

perature, humidity and air movement in chill rooms, smokehouses, coolers, processing rooms most suitable for maintaining high product quality and labor efficiency are created and maintained within close limits.

Ideal Conditions Easily Secured

Temperatures and humidities most suitable for the various departments of the meat plant were published in the August 10, 1935, issue of THE NATIONAL PROVISIONER. These are:

IDEAL CONDITIONS OF TEMPERATURE AND HUMIDITY.

Department.	Temperatures. Deg. Fahr.	Relative Humid- ities. Per cent.
Killing Floor	*85 to 95	*60 to 70
Carcass Chill Room.....	32 to 40	90
Carcass Holding Cooler.....	34 to 36	85 to 90
Cutting Floor	55 to 60	40 to 55
Curing Cellar	34 to 40	80 to 85
Sharp Freezer	-10 to -50	95 to 100
Storage Freezer	10 to 20	85 to 100
Smoked Meat Hanging Room	60 to 65	80 to 85
Sausage Trimming Room....	35 to 38	80 to 85
Sausage Meat Cooler.....	35 to 38	80 to 85
Sausage Mfg. Room.....	55 to 60	40 to 55
Sausage Prechill Room....	40 to 42	90 to 95
Sausage Storage & Packing		
Cooler	*50 to 40	85
Offal Cooler	34 to 36	90 to 95
Cooked Ham Cooler.....	40 to 45	80 to 85
Bacon Slicing Room.....	*55 to 35	20 to 40
Assembly & Shipping Room.	40 to 55	85 to 90
Loading Dock	35 to 55	95 to 95

*Range from summer to winter.

Air conditioning the various departments of the meat plant to secure ideal conditions of temperature, humidity and air movement is, fortunately, a simple matter. No basic equipment, other than that ordinarily required for refrigeration, is needed.

But planning an air conditioning system does involve more than merely choosing equipment. It also requires an understanding of conditions existing and to be maintained, a knowledge of the particular type of refrigerating equipment to use, how to install it and how it must be operated and controlled.

Many packers, perhaps, do not understand how ideal conditions of humidity can be secured automatically with equipment varying little from that in use before air conditioning became the important consideration it is today. The secret is not so much in the method of refrigerating as in adapting conventional methods and equipment to specific conditions.

An Engineering Problem

This means each refrigeration installation must be individually engineered to maintain the particular requirements of temperature and humidity. While

Air CONDITIONING

An information service
for the meat processor

What is meat plant air conditioning? Why is it needed? Where should it be used?

How is it being used?

These questions are answered in articles which have appeared in THE NATIONAL PROVISIONER during the past year. They describe methods and give temperatures and humidities for each department of the plant. They also describe air conditioning installations now in operation.

All this information has been put together in a loose-leaf binder, and future articles describing installations in other departments will be added as they appear.

Fill out and return the coupon if you want this service.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.

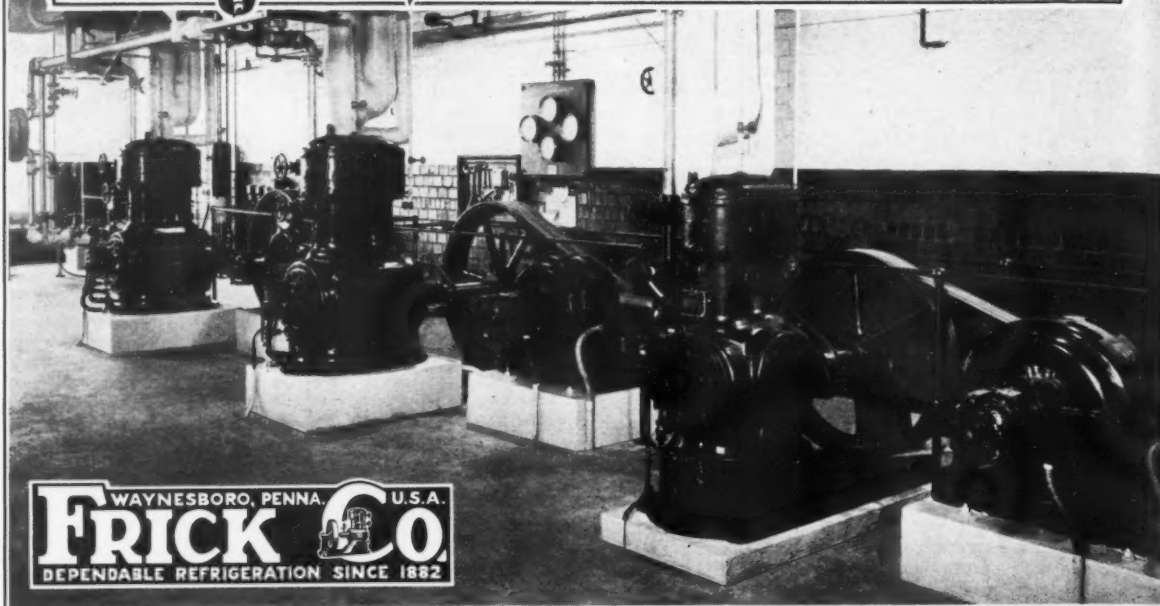
Enclosed find remittance for \$1.25, for which please send me a copy of THE NATIONAL PROVISIONER AIR CONDITIONING SERVICE, with later articles to be mailed to me as they appear.

Name.....
Company.....
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Refrigeration

Supplies complete cooling service for the 1¼-million-dollar West Michigan Dock and Market, at Muskegon, where it holds proper temperatures in a 140x195 ft. cold storage building, 5 stories high, as well as in numerous boxes and display cases in the retail Mart, not to mention freezing 30 tons of ice a day, operating an artificial ice skating rink, doing air conditioning, etc. Get facts and figures on Frick Refrigeration to suit your needs, today.



WAYNESBORO, PENNA. U.S.A.
FRICK CO.
DEPENDABLE REFRIGERATION SINCE 1882

S. C. BLOOM & COMPANY

Engineers, Manufacturers, Contractors

SPECIALISTS TO PACKERS

*Meat Plant Air Conditioning
and Refrigeration*

BONDED GUARANTEES ON RESULTS

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Chicago, Illinois

variations in conditions within certain limits is possible, this does not mean that a unit cooler, fans and coils, or any other method of refrigeration, installed without consideration for conditions will be satisfactory. Air conditioning in the meat packing plant, therefore, is a problem of engineering rather than of equipment—of adapting rather than constructing.

Advantages of air conditioned chill rooms, processing rooms and coolers are obvious. Products packers handle are not only perishable, but contain a high percentage of moisture. Being perishable, they must be preserved to reach distant markets and the consumer's table in a prime condition.

Containing a high moisture content, and being relatively expensive products, it is necessary to conserve the moisture which nature provided so that they will be received in the homes in about the proportion of solids to water they originally had.

How Shrink Cuts Profits

The economic aspects are equally important. If a beef carcass weighing 500 lbs. when dressed has to be sold to the trade at a weight of 485 lbs., with dressed beef at 15c per lb., there is a \$2.25 loss incurred solely through shrinkage.

Manifestly that loss comes out of the packer's pocket. It is to his financial advantage, therefore, to exercise every precaution to minimize shrinkage loss. The net profit on a steer or hog is a very small percentage. An increased yield of 5c on a hog or 50c on a steer is really a lot of money.

Nor is this the only factor to be considered in connection with shrinkage. When shrinkage is minimized, the meat contains more nearly that combination of constituents that characterized it originally. It is, therefore, better meat and commands a better price.

REFRIGERATION NOTES

Cold storage plant of J. C. Burdick, Union City, Tenn., has been destroyed by fire.

Ranier Ice & Cold Storage, Inc., Seattle, Wash., has been incorporated. Capital stock \$25,000.

Dickinson Ice Co., Dickinson, N. Dak., has developed cold storage side line to extent that enlarging and modernizing to accommodate demand is under consideration.

United States Cold Storage Co., Kansas City, Kans., has purchased former Morris packing plant from Armour and Company.

Dixie Ice & Coal Co., Asheboro, N. C., is enlarging its cold storage rooms.

J. L. Davis, Lambert, Miss., will supervise erection of cold storage plant at Senatobia, Miss., a municipal and WPA project.

Neoga Cold Storage plant at Neoga, Ill., was recently destroyed by fire.



SERVES 200-MILE RURAL ROUTE.

A 200-mile route through rural territory, requiring three days to cover, is traveled by a new refrigerated meat unit built for Becker Bros., Cincinnati, O., and Newport, Ky., by Bode-Finn, Inc., Cincinnati. The body carries 10,000 lbs. of fresh and smoked meats in barrels and packages at a temperature of 40 degs. Fahr. Roof, walls and floor are insulated with 3-in. Dry-Zero Sealpad. Refrigeration is supplied by 900 lbs. of ice and salt. Interior is finished with one-piece aluminum panels for moisture protection and easy cleaning. Body is mounted on a White chassis.

Cooperative Creamery Co., Fenton, Iowa, contemplate installation of modern cold storage plant.

San Jose Ice & Cold Storage Co., San Jose, Calif., plans rebuilding cold storage plant recently destroyed by fire.

PACKER DOLLAR SALES HIGHER

Dollar sales of packinghouse products were 4½ per cent greater during March than in the same month of 1935, according to the monthly survey of the Federal Reserve Bank of Chicago. Production rose counter-seasonally during March, to exceed February by 12 per cent and March, 1935, by 21 per cent. Payrolls at the close of March were 4 per cent higher in hours and wages than at the end of February. Sales tonnage was 13 per cent greater than in March, 1935.

FINANCIAL NOTES

Net income of \$404,065 is reported for 1935 by St. Louis National Stockyards, equivalent to \$5.53 a capital share. Income in 1934 was \$597,429, or \$8.17 per share.

Trunz Pork Stores has declared a dividend of 25 cents, payable May 11, to stockholders of record on May 4.

American Hide and Leather Co. reports net income of \$439,550 for 9 months ended March 31, equivalent after all charges to 41 cents per share on common stock. This compares with a net loss of \$278,739 in the first 9 months of the preceding fiscal year. Net income for the quarter ended March 31, was \$125,862, equal to 10 cents per share of common stock.

Lever Bros., Ltd., reports net income of \$6,951,187 for 1935 compared with \$6,203,875 in 1934.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, April 29, 1936, or nearest previous date:

	Sales.	High.	Low.	—Close—
Week ended	April 29.—	April 29.—	April 29.—	April 29.—
Amal. Leather..	400	3½	3¼	3½
Do. Pfd.	200	36½	34½	34½
Amer. H. & L. 6,300	6¼	6¼	6¼	6¼
Do. Pfd.	400	37½	37½	37½
Amer. Stores...	900	28½	28½	30
Armour Ill.	25,200	5	4½	5½
Do. Pfd.	1,300	70½	70	72½
Do. Del. Pfd.	400	107½	107½	107½
Beechnut Pack. 300	86½	86½	86½	87
Bohack, H. C.	50	8¼	7½	9
Do. Pfd. ....	.....	.....	.....	41
Chick. Co. Oil.	800	24½	24½	25
Childs Co.	1,700	7½	7½	8
Cudahy Pack... 400	38	38	38	38½
First Nat. Strs. 2,400	41½	40½	40½	42½
Gen. Foods ... 21,900	37½	36½	36½	39½
Gobel Co.	4,900	4½	4½	5½
Gr. A. & P. 1st Pfd. ....	.....	.....	.....	127½
Do. New ... 180	114	113	113	114
Hormel, G. A.	100	18	18	18½
Hygrade Food.. 2,300	4½	4½	4½	5½
Kroger G. & B. 6,800	22½	22½	22½	23½
Libby McNeill. 4,600	7½	7½	7½	8½
Michelberry Co. 750	2½	2½	2½	2½
M. & H. Pfd.	120	7	7	7½
Morrell & Co.	300	45½	45½	45½
Nat. Leather... 1,050	1½	1½	1½	1½
Nat. Tea	3,700	8½	8½	9½
Proc. & Gamb. 4,000	43½	42½	42½	44½
Do. Pr. Pfd.	20	118½	118½	118½
Rath Pack. ....	.....	.....	.....	25
Safeway Strs... 1,400	31½	31	31	31½
Do. 6% Pfd.	110	110	110	111
Do. 7% Pfd.	120	112½	112	112½
Stahl Meyer ... 100	2½	2½	2½	3½
Swift & Co.	9,850	20½	20½	20½
Do. Intl.	5,450	29½	29½	30½
U. S. Leather... 400	6¼	6¼	6¼	8
Do. A.	1,000	12½	11½	14½
Do. Pr. Pfd.	500	84	84	82½
Wesson Oil	2,600	35½	35½	36½
Do. Pfd.	400	80½	80½	81½
Wilson & Co.	24,200	7½	7½	8½
Do. Pfd.	1,300	73	72½	75½

*Or last previous date.

CHAIN STORE NOTES

Kroger Grocery and Baking Company reports sales of \$70,611,371 for the first 16 weeks of 1936, compared with \$71,468,081 for the same period in 1935. Kroger sales for four weeks ended April 8, totaled \$18,300,976, a 1 per cent decrease from 1935 which was attributed to widespread flood conditions in the East.

FOR INSULATION EFFICIENCY
THAT STAYS ON THE JOB—

use

CELOTEX VLTI*

*(Vaporproofed Low Temperature Insulation)

● The increasing use of Celotex VLTI for cold storage insulation grows out of one reason.

Celotex VLTI offers the most stable low temperature insulation it is possible to obtain. It maintains day after day—month after month—year after year—the same insulation efficiency that it offered the day it was installed.



Here Is Why

● Celotex VLTI keeps its original efficiency because each block is sealed by a special process at the factory against vapor penetration. Consequently, the insulation stays dry indefinitely. This means your refrigerating apparatus has to work less to attain and maintain any desired temperature. It means time and money saved.

You are invited to submit your cold storage insulation problems to our engineers. They will make recommendations without obligation. Or write for the book, "Celotex VLTI".



THE CELOTEX CORPORATION
919 N. Michigan Ave. • Chicago, Illinois
Sales Distributors in Principal Cities
Throughout the World

CELOTEX

Reg. U. S. Pat. Off.

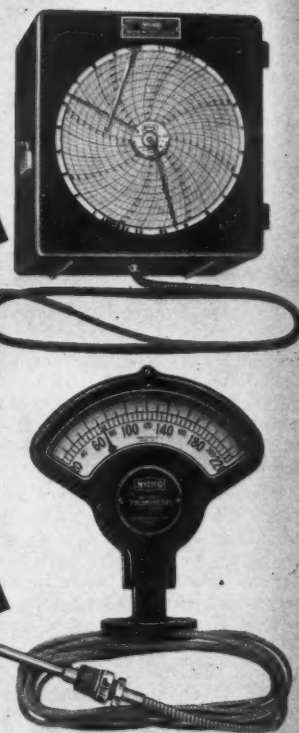
VLTI

Vaporproofed Low Temperature Insulation
(Pat. Applied For)

MOTOCO INDUSTRIAL THERMOMETERS

RECORDING
THERMOMETER
MODEL 500
\$31.00
LIST PRICE

DIAL INDICATING
THERMOMETER
MODEL F1
\$20.00
LIST PRICE



Wherever the frequent checking of temperatures is an essential function of production or machine operation MOTOCO Industrial Instruments have found a ready acceptance.

In Power and Chemical plants of every size, they are safeguarding valuable equipment; in the preparation and preserving of food stuffs they protect the product from spoilage; in steam laundries they save time, soap, steam and clothes—and so on through many other lines.

The initial cost of installing MOTOCO Instruments on your equipment is slight when compared with the saving which you can effect in more satisfactory and efficient operation.

Advise us your temperature indicating and recording problems, we shall be pleased to quote you on your requirements.

THE ELECTRIC AUTO-LITE COMPANY
MOTOMETER GAUGE & EQUIPMENT DIVISION
LA CROSSE WISCONSIN

*A Page
for the*

Packer Salesman



BETTER Merchandising

How Packer Salesman Fits
Into New Selling Picture

RETAILERS will hold an important position in the new meat merchandising set-up. Upon them will depend, in large measure, the success any packer will have in his attempts to build consumer good will and demand for his brands. The retailer may co-operate, in which event merchandising efficiency and results will be increased. Or he may "lay back in the traces" and be a drag that will slow up the entire plan.

The packer salesman's contacts and relations with retailers places him in a position to be an important cog in the new selling plan. On him will probably fall the task of lining up his customers and securing their aid, or at least preventing their open hostility. If he always has done a good selling job, this should not be difficult. If he hasn't he may be up against it.

Salesman on the Firing Line

The packer salesman is on the firing line. He cannot escape the effects of merchandising methods, good or bad, whether carried on by his firm or by competitors, as one packer sales manager points out. This is why he should have more than a passing interest in all plans to do a better job of meat merchandising, and why he should endeavor to keep his territory in good shape to meet any merchandising eventuality.

This packing sales manager writes:
Editor THE NATIONAL PROVISIONER:

I have been very much interested in recent discussions in THE NATIONAL PROVISIONER of the value of consumer demand in meat merchandising. There are few who will deny that lack of it is not responsible for many problems packer salesmen are up against. But unless products have outstanding qualities and characteristics, building consumer good will and demand in large measure is a slow process.

Consumers can be educated in meat matters and influenced to ask for and demand identified products, and even particular brands. If that time ever arrives—and I believe it is "in the cards"—packers, salesmen, retailers and consumers will benefit.

However, it is a mistake to leave the retailer out of the picture in any efforts to build consumer demand and good will. In fact, I believe consumer de-



mand building efforts must start in the retail store. Here is where the packer salesman fits into the new merchandising picture.

Packers will need the retailers on their side when they start better merchandising. It is easy to understand the reason. The retailer is close to his customers. If he has served them honestly and efficiently, they have confidence in him.

A housewife may believe a packer's advertising and become sold on his products. If the retailer with whom she trades confirms her opinions, the packer will have won a new customer. But if the retailer has other views; if he recommends other brands as being just as good or better, or if he chooses to push competing brands, he can make the packer's merchandising job a difficult one. In the interest of merchandising efficiency, therefore, the packer needs to have retailers with him and not against him.

But whether or not a salesman's firm is engaged in efforts to build consumer good will, it is to his advantage to have his customers thoroughly sold on his brands. When a retailer believes one brand is as good as another—that either will give equal consumer satisfaction—he has no particular desire to push one or the other. Under such circumstances he is an uncertain quality so far as the packer salesman is concerned. If he would just as soon sell one brand as another, then he is as liable to buy one as the other.

Results Up to Salesmen

How the packer salesman can sell his customers on the high quality and general desirability of his products is a matter for the exercise of sales ability. Doing a good job in this direction not only means permanent customers, but greater volume through retailer recommendation of the products to his customers.

The retailer is interested primarily in resales, and it is from this angle that good will building efforts are quite

often successful. Stressing high quality, consumer preference for the brands, packages that attract attention, influencing the housewife to ask for them—these are some points that might well be emphasized in this connection.

I would be heartily in favor of any efforts my firm might make to build consumer demand for our brands, providing the ground were properly prepared in advance by making retailers understand that the new merchandising set-up would be of benefit to them, and that both they and our firm have more to gain by cooperating than by pulling in opposite directions.

Many packer salesmen appear not to be greatly concerned about any efforts their firms may or may not make to build greater consumer good will for their products. If such activity is engaged in by any packer, much of the responsibility for smoothing the way, and even for final results, is going to fall on the salesmen's shoulders, it seems to me. It is going to be up to them to carry the message to their customers and secure their cooperation, or at least prevent open opposition. Those who always have done a good job of selling will not find this difficult.

Competition Will Be Keener

On the other hand, if one packer goes direct to consumers with his sales messages and another in the same territory does not, salesmen for the latter will find competition keener than it is now, and probably under such conditions more effort will be required to get a share of the business.

Therefore, the packer salesman probably will be unable to escape effects of any better merchandising efforts that may be made in his territory, whether by his firm or by competitors. He is on the firing line in any event, and must bear the brunt of the battle for business. Under such conditions, as in warfare, he probably will find that his best defense is a strong offense.

Yours truly,
PACKER SALES MANAGER.

SERVING TWO MASTERS

A retailer will not buy for long from a firm with which he cannot do business to advantage. The packer will not long keep in his employ a salesman who does not earn a profit or who by his methods builds ill will for the company and its products. Therefore, if the salesman veers too much in either direction his job is at stake—which is the best reason why he should keep to the straight and narrow path.



with
purpose
high —

to pursue an Ideal

an ideal of high quality.

Quality alone can build an enduring organization and a generally accepted and appreciated product. Quality alone can provide you with a product that will demand recognition and acceptance in your field.

Never has the temptation to cheapen entered into our manufacturing scheme. **Staley's Sausage Flour** has a high protein value, very low in fibre content. It is a strictly pure food edible product that enhances the appearance and quality of your sausage. It gives that firm full bodied saus-

age with greatly improved cutting qualities and natural flavor. It makes **your** sausage demanded time and again.

Staley's Sausage Flour will never be made to meet a price—Quality shall always remain paramount because **we** know and **you** know that only through the use of superior ingredients, can you expect your finished product to have the demand it deserves. Get in touch with your nearest distributor and try this "**better flour for better sausage.**"

A. E. Staley Mfg. Co., Decatur, Ill.

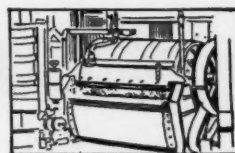
Staley's

SAUSAGE FLOUR

LARD	11.10-11.20c
BELLIES	11.10-11.20c
HAMS	11.10-11.20c
LOINS	11.10-11.20c
BUTTS	11.10-11.20c

Provisions and Lard

Weekly Market Review



**Trade Active—Market Lower—
Cash Trade Fair—Hog News
Bearish—Grain Weakness Factor
—October Lard at New Season's
Low.**

MARKET for hog products the past week felt the influence of a number of bearish factors, such as a larger run of hogs, unsteady hog prices, lower grain markets and evening up in May deliveries prior to first tender day. The most depressing factor was the larger hog run, which naturally created the impression that supplies of both lard and meats are accumulating and will continue to accumulate throughout the summer months, when runs are expected to be well above those of last year.

In addition to more liberal hog arrivals, heavier weights attracted attention and induced quite a little professional bearishness. This situation within the market itself, together with weakness in grains and in cotton oil, unsteadied other commodity markets and a sharp slump in securities, due to fears over possible Washington and European developments, served to bring about considerable speculative liquidation. At times this ran hog products into stop-loss orders, carried all current lard deliveries into new low grounds and the October position into a new season's low.

Receipts of hogs at Western packing points last week totaled around 274,000 head compared with 247,900 the previous week and 229,000 the same week last year. However, there was a noticeable disposition to ignore the fact that hog arrivals at this time a year ago, were the smallest in many years.

Hog and Product Prices Easier

Average weight of hogs received at Chicago last week was 250 lbs., compared with 249 lbs. the previous week, 242 lbs. a year ago and 230 lbs. two years ago. Average price at Chicago at the outset of this week was 10.45c, compared with 10.65c the previous week, 8.85c a year ago, 3.70c two years ago, and 3.85c three years ago. Top price of hogs at Chicago at midweek was 10.55c compared with 11c the previous week and 10.90c two weeks ago.

The decline in the hog price level naturally reflected the larger hog arrivals. However, the hog price situation had little influence on the futures market and cash demand for product was fairly good with meat demand stimulated somewhat by the cool weather over a large part of the country.

The cotton oil outlook was improved somewhat by the breaking of the Western belt drought. The fact that the nearby oil months went into new low ground for the season naturally had sympathetic influence on lard at times.

In hog products, the outstanding development for the immediate future will be whether or not the hog raiser will be willing to market hogs freely on a declining price level. It is generally known that the number of live hogs in the country this year is greater than last, and with corn worth more money walking off the farm than marketed in the shape of grain, the trade appears satisfied that marketings will continue on a comparatively larger scale, price notwithstanding.

PORK—Demand was fair at New York and the market steady with mess quoted at \$31.25 per barrel, Family \$31.37 per barrel and fat backs \$21.25@25.75 per barrel.

LARD—Demand was fair at New York but the market was weaker, with prime Western quoted at 11.10@11.20c, middle Western 11@11.10c, New York City tierces 10½c, tubs 11½c, refined Continent 11½@11½c, South American 11½@11½c, Brazil kegs 11½@11½c, compounded in car lots 11½c, smaller lots 11½c.

At Chicago regular lard in round lots was quoted at 5c over May; loose lard at 50c under May and leaf lard at 47½c under May.

(See page 34 for later markets.)

BEEF—Demand was moderate but market was steady at New York with mess nominal, packer nominal, family \$18.50@19.50 per barrel, and extra India mess nominal.

EXPORT NOTES

Downward trend in price of American hog lard has widened the Cuban market for this product, according to the U. S. Department of Commerce. American lard is regaining the ground lost last year. Evidence of the steady upward movement is seen in Cuban imports of 2,266,523 lbs. in February, compared with 2,039,048 lbs. in January. All of this lard came from the United States.

Under a recent order British regulations on marking imported frozen pork and chilled beef have been altered. Loins and shoulder cuts of frozen pork from which the skin has been removed may be marked by a ticket or a label on each container or package of meat. In the case of chilled beef, if the name of the country of production comprise more than one word, such words may be placed vertically, one beneath the other, instead of in a continuous horizontal line.

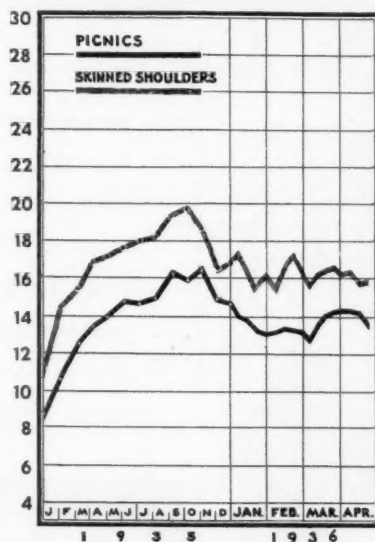
GERMANY MAY BUY MORE LARD

Indicating that Germany may again become an important customer for U. S. lard, the U. S. consul at Hamburg reports negotiations are now under way through which Germany might buy 8,000,000 lbs. of the American product. About 50 per cent of the barter purchase of 4,000,000 lbs. of lard from a Chicago packer arrived in Germany and was placed in storage during March.

The consul reports that at the prevailing retail price, lard is a luxury beyond the reach of the German public. At the March price of \$28.00 per 220

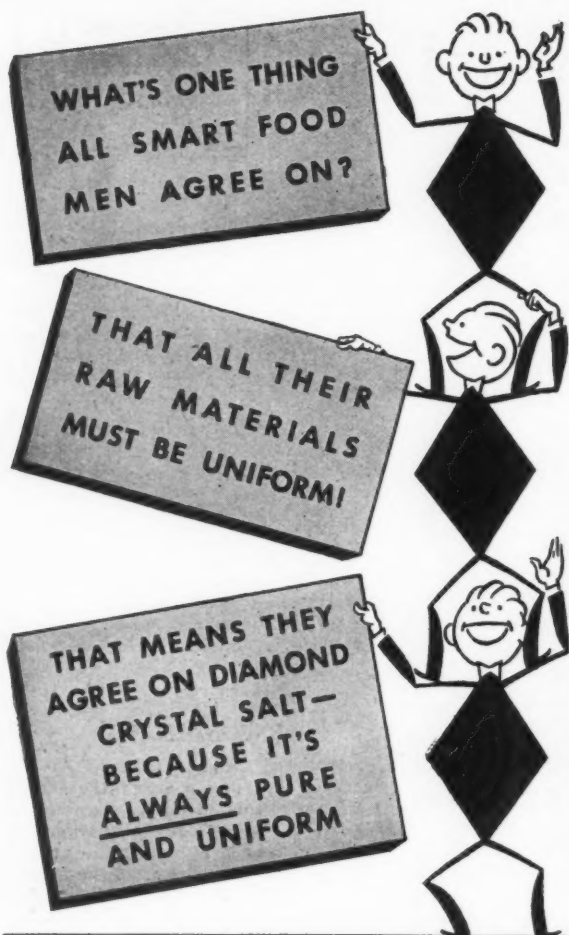
PICNICS (6-8 lb. av.) & SKINNED SHOULDERS (10-12 lb. av.)

CENTS PER LB.



While shoulder meats have enjoyed only a reasonably active market, skinned shoulders have preserved a fair differential over green picnics, with the spread narrowing somewhat during the past two months. Price levels have declined considerably from the 1935 peak.

This chart, which is part of THE NATIONAL PROVISIONER DAILY MARKET SERVICE SERIES, shows price trends of these products throughout 1935 and first four months of 1936.



SUCCESSFUL food men know that without an insurance of absolute uniformity in *all* their raw materials there can be no uniformity in their finished products.

And when it comes to salt they know they're safe when they choose Diamond Crystal. Because they know that the exclusive Alberger Process of making this fine salt keeps it consistently pure and uniform. Day after day, year in and year out, they know they can depend on it to be always the same.

And they know, too, that Diamond Crystal is milder than ordinary salt... they can use more for better flavors ...and its porous, flat flakes dissolve faster. Why not plan a test in your plant now? Diamond Crystal Salt Co., Inc., St. Clair, Mich.

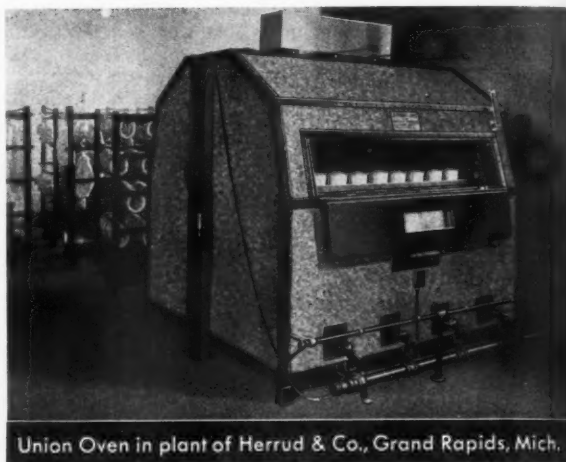


*Diamond Crystal
Salt*

UNIFORM IN COLOR . . . PURITY . . . DRYNESS . . . SOLUBILITY
SCREEN ANALYSIS . . . CHEMICAL ANALYSIS . . . CHARACTER OF FLAKE

UNION MEAT PACKERS OVEN

REVOLVING TRAY TYPE



With a Union meat packers oven you can convert slow-selling trimmings into fast-selling baked meats. A Union takes little room and is economical of fuel. Does not heat up room. Requires minimum supervision because of its many automatic features. Built by the makers of the leading ovens for the bakery trade. Write for descriptive literature.

UNION
STEEL PRODUCTS CO.
ALBION, MICHIGAN

lbs., c.i.f. Hamburg for American lard, this fat could have been retailed in Germany at a price of 42@45 pfennigs per German pound. Instead it sold at 90@100 pfennigs per pound, caused by the high duty, monopoly charge and extra costs of doing barter business.

At a price of 45 to 50 pfennigs, the demand for lard would have been far in excess of supplies on hand in March and considered as adequate by the authorities. Artificial restriction of demand to upper income brackets and rigid control of imports, and not any decline in the mass demand for American lard, have cut American shipments to the Reich from an average annual volume of 60,500 metric tons (1929-34 average) to 1,429 metric tons in 1935.

Imports of 3,219 metric tons of lard in February, 1936, were about the same as in the previous month, while arrivals during the first two months of the current year were 7 per cent above the corresponding period of 1935. Hungary and Denmark continue to be the main sources of supply with some arrivals from the Argentine and Yugoslavia.

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended April 25, 1936:

	Week Apr. 25	Previous week	Same week 35
Cured meats, lbs.	16,492,000	15,548,000	17,552,000
Fresh meats, lbs.	39,158,000	42,045,000	38,151,000
Lard lbs.	2,570,000	2,468,000	2,687,000

FEBRUARY MEAT EXPORTS

Meat exports during February, 1936, are reported as follows:

	Quantity. lbs.	Value.
Pork, fresh or frozen:		
Carcasses	615	\$ 102
Lzins and other cuts	187,300	33,847
Hams and shoulders, cured	2,144,060	406,920
Bacon	185,992	39,001
Cumberland and Wiltshires	38,862	6,095
Other cured pork	405,381	51,017
Sausage, not canned	86,948	20,615
Beef and veal:		
Fresh or frozen	347,910	62,685
Pickled or cured	258,814	26,161
Mutton and lamb	74,448	13,985
Sausage ingredients, cured	110,901	11,923
Fresh, frozen or cured:		
Kidneys	505,291	75,178
Livers	168,605	23,630
Tongues	394,446	68,691
Poultry and game, fresh	93,290	27,540
Total	5,002,870	\$870,570

FEBRUARY MEAT IMPORTS

Imports during the month are reported as follows:

	Quantity. lbs.	Value.
Fresh, chilled or frozen:		
Beef	462,213	\$30,414
Pork	891,010	132,571
Other	115,965	11,595
Canned meats	7,238,127	715,750
Beef and veal, cured	68,847	5,040
Hams, shoulders, bacon	875,749	225,215
Pork, pickled or salted	192,588	50,697
Gelatine, edible	239,008	97,577
Beef and mutton tallow	9,827,350	616,063
Poultry	67,851	34,189
Total	19,979,017	\$1,019,111

Of the canned meat imported, over 2,080,384 lbs. came from the Argentine and 4,417,330 lbs. from Uruguay. Poland and Danzig supplied 425,327 lbs. of

the hams, shoulders and bacon, almost fifty per cent of entire quantity imported.

Hog Cut-Out Results

Weakness featured both the hog and product markets during the week just ended, the drop particularly in heavy hog prices resulting in better cut-out values on these classes. Light hogs showed less advantageously.

However, even with the improvement, cutting loss was approximately \$1.50 per head on medium weights and over \$2.00 per head on good heavy butchers. Where quality did not measure up to that shown in the test, the cut-out loss would be still heavier.

Put-down cost of product from good hogs of the weights shown ranged $\frac{1}{2}$ c to $1\frac{1}{2}$ c over the current market. This is an important consideration on a declining market and with larger hog runs in prospect.

The test shown on this page is made on good butcher hogs. Average costs and credits are used, but these should be checked weekly by each packer, as should the yield on the grade of hogs being slaughtered. The test is offered as a check. Where better results are secured, satisfaction can be felt; otherwise a careful check should be made.

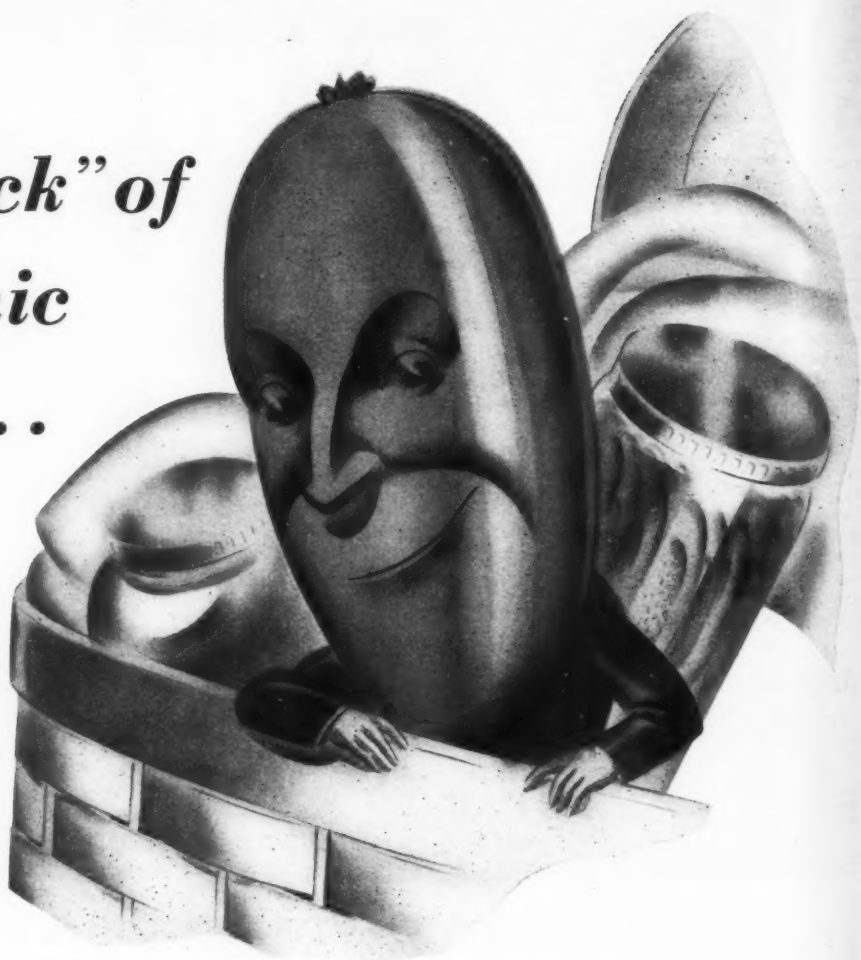
The test is worked out on a basis of Chicago hog and product prices.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams	14.00	18.37	\$ 2.57	13.70	18.25	\$ 2.50	13.30	18.13	\$ 2.41
Picnics	5.60	13.87	.78	5.30	13.25	.70	5.00	13.13	.66
Boston butts	4.00	18.50	.74	4.00	18.50	.74	4.00	18.50	.74
Loins (blade in)	9.80	20.25	1.98	9.50	18.75	1.78	9.00	17.75	1.60
Bellies, S. P.	11.00	18.42	2.03	8.70	16.82	1.56	3.50	16.17	.57
Bellies, D. S.				3.00	13.00	.39	9.00	12.75	1.15
Fat backs	2.00	7.63	.15	4.00	7.87	.31	5.00	8.37	.42
Plates and jowls	2.50	8.50	.21	2.50	8.50	.21	3.30	8.50	.28
Raw leaf	2.00	10.00	.20	2.10	10.00	.21	2.20	10.00	.22
P. S. lard, rend. wt.	12.60	10.22	1.29	11.90	10.22	1.22	11.50	10.22	1.18
Spareribs	1.50	12.00	.18	1.50	12.00	.18	1.50	12.00	.18
Trimmings	3.00	9.87	.29	2.80	9.87	.28	2.70	9.87	.27
Feet, tails, neckbones	2.00		.09	2.00		.09	2.00		.09
Offal and misc.			.30			.30			.30
TOTAL YIELD AND VALUE	70.00		\$10.81	71.00		\$10.47	72.00		\$10.07
Cost of hogs per cwt.		\$10.60			\$10.50			\$10.27	
Condemnation loss		.05			.05			.05	
Handling and overhead		.60			.54			.51	
TOTAL COST PER CWT. ALIVE		\$11.25			\$11.09			\$10.83	
TOTAL VALUE		10.81			10.47			10.07	
Loss per cwt.		.44			.62			.76	
Loss per hog		.88			1.49			2.12	

The "pick" of the picnic basket...



MAYER Special SEASONINGS are made in THESE FLAVORS

Salami, Thuringer, Frank-
furter, Bologna, Rouladen
Delicatessen, Chili Con
Carne, Pork Sausage,
Braunschweiger, Sum-
mer Sausage, etc.

"The Man You Know"



"The Man Who Knows"

H.J. Mayer

and sons co.

6819-27 SOUTH ASHLAND AVENUE, CHICAGO, ILLINOIS
CANADIAN PLANT: WINDSOR, ONTARIO

■ **W**HO'S the center of attraction at every picnic? Of course! — it's that jolly, round fellow nestling in among the potato salad, pickles and pie. Youngsters and grown-ups alike smack their lips at the sight of him!

Guarantee **your product** a place of honor in this summer's picnic baskets. Keep it primed with tangy, sales-making flavor. **Don't** take expensive chances with inferior or carelessly mixed seasoning. The trifling saving isn't worth the potential loss of sales volume.

Depend on Mayer Special Seasoning to keep your product in the lead. Our representative will gladly demonstrate, right in your own plant, the superiority of Mayer seasoning, carefully ground and blended from the world's finest spices. Write us!

MEAT IMPORTS AT NEW YORK

For week ended April 24, 1936:

Point of origin.	Commodity.	Amount, Lbs.
Argentina—Canned corned beef.....		21,600
Brazil—Canned corned beef.....		533,140
—S. P. ham.....		62,384
—D. S. bellies.....		36,819
Canada—Smoked bacon.....		4,238
—Sausage.....		299
—Fresh chilled pork.....		8,504
—S. P. ham.....		6,452
—Cured pork bellies.....		5,901
—Fresh chilled beef.....		11,942
—Smoked pork loins.....		561
Cuba—Fresh frozen beef tenderloins.....		900
France—Canned tripe.....		359
Italy—Canned veal.....		121
Holland—Smoked ham.....		3,182
—Pork Sausage.....		275
—Smoked bacon.....		1,854
Irish Free State—Smoked bacon.....		2,475
Italy—Ham.....		3,575
Lithuania—Smoked bacon.....		496
—Cooked ham.....		1,973
Poland—Cooked ham.....		34,259
Uruguay—Canned corned beef.....		360,000

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended April 25, 1936:

To	Week ended Apr. 25, 1936.	Week ended Apr. 27, 1936.	Nov. 1, 1935 to Apr. 25, 1936.
Total.....	25	978	
United Kingdom.....	25	110	
Continents.....	.....	708	
West Indies.....	.....	160	

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
Total.....	899	1,785	56,267
United Kingdom.....	893	1,770	56,020
Continents.....	.....	70	
West Indies.....	.....	1	172
B. N. A. colonies.....	.....	1	.....
Other countries.....	.....	7	5

LARD.

	M lbs.	M lbs.	M lbs.
Total.....	1,646	1,148	47,655
United Kingdom.....	1,441	1,063	43,821
Continents.....	.....	123	91
Sth. and Ctl. America.....	.....	.....	141
West Indies.....	.....	82	767
B. N. A. colonies.....	.....	1	.....
Other countries.....	.....	.....	3

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York.....	441	441
Boston.....	12	69
Norfolk.....	246
Newport News.....	79
New Orleans.....	81
W. St. John.....	296	494
Halifax.....	120	269

Total week.....	899	1,646
Previous week.....	50	3,490
2 weeks ago.....	.....	1,945
Cor. week 1935.....	25	1,785

SUMMARY NOV. 1, 1935, TO APRIL 25, 1936.

	1935 to 1936.	1934 to 1935.	Increase.	Decrease.
Pork, M lbs.....	196	270	.....	74
Bacon and Hams, M lbs.....	56,267	76,704	.....	20,437
Lard, M lbs.....	47,655	71,898	.....	24,233

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on April 1, 1936:

	Apr. 1, 1936.	Mar. 1, 1936.	Apr. 1, 1935.
Butter creamery.....	5,291	8,110	5,341
Butter, packing stock.....	8	5	5
Cheese, American.....	62,265	60,943	54,769
Cheese, Swiss.....	4,346	3,566	2,956
Cheese, brick & Munster.....	639	638	728
Cheese, Limburger.....	358	753	645
Cheese, all other.....	6,306	4,256	3,753
Eggs, shell, cases.....	802	34	1,508
Eggs, frozen.....	45,907	39,413	39,516
Frozen, case equivalent.....	1,312	1,126	1,129

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, APRIL 25, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	11.00	11.00	10.95	10.95-97½
July.....	10.85	10.87½	10.82½	10.87½
Sept.....	10.90	10.92½	10.90	10.90b
Oct.....	10.72½	.....	.....	10.72½b
CLEAR BELLIES—				
May.....	.....	.....	.....	14.25n
July.....	.....	.....	.....	14.47½ax

MONDAY, APRIL 27, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	10.92½	10.92½	10.85	10.85
July.....	10.82½	10.82½	10.80	10.80ax
Sept.....	10.85	10.90	10.80	10.80b
Oct.....	10.70	10.70	10.67½	10.67½ax
CLEAR BELLIES—				
May.....	.....	.....	.....	14.00ax
July.....	.....	.....	.....	14.37½ax

TUESDAY, APRIL 28, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	10.82½	10.82½	10.75	10.75
July.....	10.67½-70	10.72½	10.67½	10.67½b
Sept.....	10.67½-70	10.80	10.67½	10.72½ax
Oct.....	10.50-52½	10.52½	10.50	10.52½
CLEAR BELLIES—				
May.....	13.65	.....	.....	13.65
July.....	.....	.....	.....	14.10ax

WEDNESDAY, APRIL 29, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	10.80-85	10.85	10.77½	10.77½b
July.....	10.75	10.75	10.67½	10.67½b
Sept.....	10.70	10.75	10.70	10.75ax
Oct.....	10.52½	10.52½	10.50	10.52½
CLEAR BELLIES—				
May.....	.....	.....	.....	13.65n
July.....	14.00	14.00	13.75	13.75ax

THURSDAY, APRIL 30, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	10.67½	10.72½	10.62½	10.62½-65b
July.....	10.65	10.70	10.65	10.65ax
Sept.....	10.67½	10.75	10.65	10.65-70
Oct.....	.....	.....	.....	10.50ax
CLEAR BELLIES—				
May.....	.....	.....	.....	13.65n
July.....	13.70	13.72½	13.70	13.72½

FRIDAY, MAY 1, 1936.

	Open.	High.	Low.	Close
LARD—				
May.....	10.65	10.85	10.65	10.85b
July.....	10.70	10.82½	10.70	10.77½
Sept.....	10.70-72½	10.87½	10.70	10.82½ax
Oct.....	10.70	.....	.....	10.70b
CLEAR BELLIES—				
May.....	.....	.....	.....	13.65b
July.....	13.67½	13.75	13.65	13.75b

Key: ax, asked; b, bid; n, nominal; —, split.

SCOTCH PROVISION TRADE

American trade in pork products with West Scotland fell off sharply during 1935, the decline being due to British import restrictions, higher prices and smaller supply of products from the United States. According to the U. S. Department of Commerce, the present system of British quotas has been severely criticized in West Scotland since its adoption. Dealers and importers contend the quotas have only created scarcity and forced up prices.

Hams directly imported into Glasgow district during 1935 originated in the United States and Canada. Shipments from the former amounted to 6,973,000 lbs., a 30 per cent decrease from 1934; consignments from Canada totaled 1,769,000 lbs., or 40 per cent below 1934. Arrivals of fresh-frozen pork from the United States totaled 936,000 lbs., a 65 per cent decrease from 1934. Large quantities of pork were imported from Australia and New Zealand.

CASH PRICES

Based on actual carlot trading Thursday, April 30, 1936.

REGULAR HAMS.

	Green.	*S.P.
8-10.....	20½	21
10-12.....	20	20½
12-14.....	19	19
14-16.....	18½	18½
16-18 range.....	19	.....

BOILING HAMS.

	Green.	*S.P.
16-18.....	18½	18½
18-20.....	18½	18½
20-22.....	18½	18
16-22 range.....	18½	.....

SKINNED HAMS.

	Green.	*S.P.
10-12.....	20	20
12-14.....	19½	20
14-16.....	19½	19½
16-18.....	19½	19½
18-20.....	18½	19
20-22.....	18	18½
22-24.....	17½	18½
24-26.....	16½	17½
26-30.....	16	16½
30-35.....	15½	16½

PICNICS.

	Green.	*S.P.
4-6.....	14½	14½
6-8.....	13½	13½
8-10.....	13	13½
10-12.....	13	13½
12-14.....	13	13½

Short shank ½c over.

BELLIES.

(Square cut seedless)
(S. P. ½c under D. C.)

	Green.	*D.C.
6-8.....	21	21½
8-10.....	19½	20½
10-12.....	18½	19½
12-14.....	17½	18½
14-16.....	16½	17½
16-18.....	16½	17½

Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16.....	14	.....
16-18.....	14	.....
18-20.....	13½	.....
20-25.....	13½	13½
25-30.....	13½	13½
30-35.....	13½	13½
35-40.....	13½	13½
40-50.....	12	12
50-60.....	12	12

D. S. FAT BACKS.

6-8.....	8½	8½
8-10.....	8½	8½
10-12.....	8½	8½
12-14.....	9	9
14-16.....	9½	9½
16-18.....	10½	10½
18-20.....	10½	10½
20-25.....	11½	11½

OTHER D. S. MEATS.

Extra short clears.....	35-45	12½n
Extra short ribs.....	35-45	12½n
Regular plates.....	4-8	20
Clear plates.....	4-6	8½
Jowl butts.....	.....	10½
Green square jowls.....	.....	12
Green rough jowls.....	.....	11

LARD.

Prime steam, cash.....	10.70nax
Prime steam, loose.....	10.07½ax
Refined, boxed, N. Y.—export.....	unquoted
Neutral, in tins.....	12.37½a
Raw leaf.....	10.12½a

GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended April 8, 1936, were quoted at \$17.70 per cwt., compared with \$17.70 the previous week and \$15.98 at the like period a year earlier. Lard in tierces at Hamburg was quoted at \$13.04 per cwt. against \$13.15 the previous week, with no quotations for last year.

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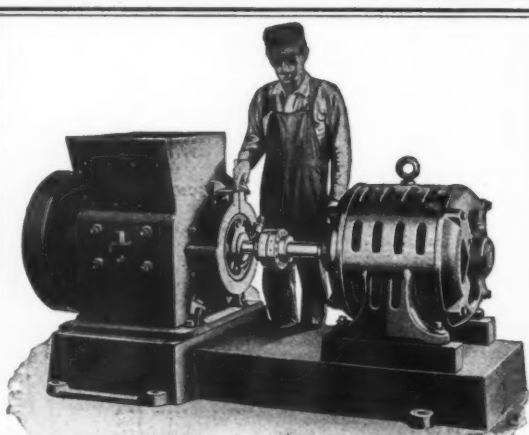
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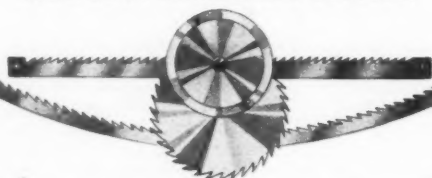
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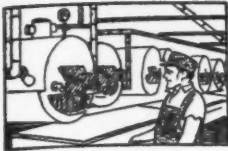
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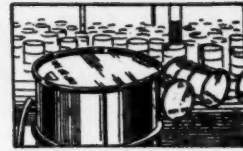
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CHICAGO, ILLINOIS



Tallows and Greases

Weekly Market Review



TALLOW — A weak situation continued to rule the tallow market at New York the past week. Soapers still showed a disposition to back away from offerings and the price level was easier. At mid-week a report circulated rather freely in the trade that extra had sold at 4½¢ f.o.b., equal to 5¢ delivered, a decline of ¼¢ from the previous sale following a break late last week of ¾¢ per pound. Dull business in soaps was given as the reason for consumers looking on for the time being.

At New York special was quoted at 4¼¢@4½¢, extra 4½¢ f.o.b. nominal, and edible 6¼¢@6½¢. Tallow futures on the New York Produce Exchange were dull during the week and about 5 to 10 points lower.

At Chicago, the tallow market was dull and lower in the absence of trades. Edible was quoted at 7¢, prime packers 5¢@5½¢, special 4¼¢@5¢, and No. 1 at 4½¢.

There was no London tallow auction this week. At Liverpool, Australian tallow, good mixed, April-May shipment, was quoted at 24s, off 1s 6d for the week, while Argentine beef tallow, April-May shipment at Liverpool, rose 2s on the week to 31s.

STEARINE — A quiet and steady market was the feature in New York the past week with oleo quoted at 7¼¢@8¢. At Chicago trade was quiet and oleo quoted nominally 7½¢.

OLEO OIL — A routine trade featured the market at New York the past week. Prices were steady, with extra quoted at 10¢@10½¢, prime 9½¢@10¢ and lower grades 9¢@9½¢. At Chicago the market was quiet and ½¢ lower on the week with oleo quoted at 10¢.

(See page 34 for later markets.)

LARD OIL — Trade was moderate but the market steady at New York, with No. 1 quoted at 8¼¢, No. 2 at 8¢, extra 10½¢, extra No. 1 at 8½¢, prime edible 14¢, inedible 12¢, winter strained 10½¢ and prime 11¢, in barrels.

NEATSFOT OIL — Trade was routine and market without quotable change. Cold test, New York, was quoted at 16¼¢, extra 8¼¢, extra No.

1 at 8½¢, pure 12¼¢ and special at 10¼¢ in barrels.

GREASES — The position of the grease market at New York was one of unsteadiness, being adversely affected by weakness in tallow. Likewise, lower oil prices had some influence. The important feature, however, was the fact that consuming demand for greases was comparatively quiet. At the same time the hog run was considerably larger than a year ago and there was a tendency in trade quarters to look for increased production of greases and more pressure of supplies on the market. The last business in yellow and house at New York was at 4½¢ but it was doubtful if that figure could be obtained for further supplies owing to action of the tallow market. In the outside markets greases were reported to have sold at 4¼¢.

At New York choice white was quoted at 6½¢@6¾¢, A white 4¼¢@5¢, B white 4¼¢@4½¢ and yellow and house 4¼¢@4½¢.

At Chicago, demand for greases was slow and the market off ¼¢@¾¢ on the week. Choice white was quoted at 6¢@6½¢, A white 5½¢, B white 4¼¢, yellow 4¼¢@4½¢ and brown 4¢.

BY-PRODUCTS MARKETS

Chicago, April 30, 1936.

Blood.

Unground blood offered freely at \$3.00 per unit. South American ground sold at \$2.55 c.i.f.; now offered at \$2.60.

	Unit
	Ammonia.
Unground	\$2.80@3.00

Digester Feed Tankage Materials.

Offerings made sparingly at somewhat higher prices.

Unground, 10 to 12% ammonia.....	\$3.00 & 10¢
Unground, 8 to 10%.....	3.35 & 10¢
Liquid stick	2.25

Packinghouse Feeds.

Little change in this market during the week, with prices steady.

	Carlots.	Per ton.
Digester tankage meat meal, 60%...		\$42.50
Meat and bone scraps, 50%.....		@ 42.50
Steam bone meal, 65%, special feed		
ing, per ton.....	22.50@	25.00
Raw bone meal for feeding.....		@ 32.50

Horns, Bones and Hoofs.

Prices quoted, c.a.f. Chicago.

Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	25.00@27.50
Junk bones	18.50@17.50

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Dry Rendered Tankage.

Demand good at quoted prices. Buyers offering 65¢ at river consuming points. Offerings light.

Hard pressed and exp. unground per unit protein	\$.67½ @ .70
Soft prsd. pork, ac. grease & quality, ton	@ 40.00
Soft prsd. beef, ac. grease & quality, ton	@ 35.00

Fertilizer Materials.

High grade tankage in bulk offered at quoted prices for immediate or May delivery.

High grd. tankage, ground, 10@12% am.	\$2.40@2.50 & 10¢
Bone tankage, ungrd., low gd., per ton	14.50@15.00
Hoof meal	@ 2.50

Gelatine and Glue Stocks.

Market unchanged.

Calf trimmings	\$ @ 26.00
Sinews, pizzles	@ 20.00
Cattle jaws, skulls and knuckles.....	@ 25.00
Hide trimmings	@ 15.00
Pig skin scraps and trim, per lb.	5½¢ @ 5½¢

Animal Hair.

Some demand for coil dried or processed winter hair. Contracts for summer hair being made.

Coil and field dried hog hair.....	2 @ 3½¢
Winter coil, dried	3¼ @ 3½¢
Processed, black winter, per lb.	6 @ 3¢
Processed, summer	@ 15.00
Cattle switches, each*	1½ @ 1½¢

*According to count.

Bone Meals (Fertilizer Grades).

Product in new bags, f.o.b. river, \$17.00. Prices quoted below in new bags, Chicago.

Steam, ground, 3 & 50.....	\$17.50@18.50
Steam, unground, 3 & 50.....	16.00@16.50

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, April 30, 1936.

Dried blood sold at \$2.50 per unit of ammonia, f.o.b., New York, which is the present quotation. Stocks are ample but the demand is very light. South American is a little higher in price and is now quoted at \$2.60 per unit c.i.f., Atlantic Coast ports.

No recent sales of tankage, ground or unground, are reported in this mar-

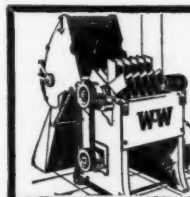
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ket, and with the lack of demand it is quite certain that sales will be made at lower prices than present quotations.

The season has opened up in Chesapeake Bay, Va., and about 3,000 tons of unground dried menhaden fish scrap were sold at \$2.50 and 10c, f.o.b., fish factories, Va., for delivery, if and when made.

Bone meals, both steamed and raw, are a little lower in price and sales of this material this Spring in this section are very much below last season.

FERTILIZER MATERIALS

BAIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: May to June 30, 1936, inclusive	25.00@ 26.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried 16% per unit	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.50 & 10c
Fish meal, foreign, 11% ammonia, 10% B. P. L., c.i.f.	@ 36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk	
May to June 30	@ 24.50
in 200-lb. bags	@ 25.80
in 100-lb. bags	@ 26.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.85 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.50 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 22.50
Bone meal, raw, 4% and 50 bags, per ton, c.i.f.	@ 26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 8.00
Potash Salts.	
Manure salt, 30% bulk, per ton	@ 14.40
Kalnit, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphate in bags, per ton, basis 90%, Delivery April to June, inclusive	@ 33.75
Dry Rendered Tankage.	
50% unground	@ .65c
60% ground	@ .70c

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, APRIL 25, 1936.	
April	5.00@5.25
May	5.00@5.25
June	5.00@5.25
July	5.05@5.30
Aug.	5.05@5.30
MONDAY, APRIL 27, 1936.	
April	5.10 nom.
May	4.90@5.25
June	4.90@5.25
July	5.00@5.35
Aug.	4.90@5.35
TUESDAY, APRIL 28, 1936.	
May	4.90@5.20
June	4.95@5.20
July	4.90@5.25
Aug.	4.90@5.30
WEDNESDAY, APRIL 29, 1936.	
May	4.75@5.15
June	4.80@5.20
July	4.85@5.15
Aug.	4.80@5.20
Sept.	4.75@5.25
THURSDAY, APRIL 30, 1936.	
May	@5.00
June	@4.75
July	4.75@5.10
Aug.	@4.75
Sept.	@4.75
FRIDAY, MAY 1, 1936.	
May	@4.75
July	@4.75
Aug.	@4.75

COCOANUT OIL TAX UPHELD

Processing tax on Philippine cocoanut oil was declared constitutional this week by the District of Columbia supreme court in ruling on petition of an Omaha soap manufacturer. The company had asked for return to processors of more than \$26,000,000 now held by the U. S. Treasury for transfer to the Philippine government. Justice Bailey declared that congress had the power to impose the tax in order to regulate commerce and secure revenue for obligations of the United States, whether moral or legal. He held it a moral obligation of the United States to transfer tax collected to the Philippine commonwealth in order to repay that government for a breach of the agreement allowing Philippine oil to enter this country duty-free.

MARGARINE TAX COLLECTIONS

Iowa was the only state to derive much revenue from taxes on all kinds of margarine during 1935, its 5-cent a pound tax yielding \$232,277 and indicating consumption of over 4,500,000 lbs. Collections in 1934 amounted to \$83,798. Utah, a state which taxes uncolored margarine 5 cents per pound, derived \$32,568 in revenue from this source in 1935 compared with about \$700 in 1934.

That the increase in demand for margarine was not confined to states which do not restrict its sale was shown by the rise in tax collections in restricting states. Some of these impose margarine taxes of 10 cents per pound. In Tennessee, for example, where margarine is taxed 10 cents per pound, collections rose from \$6,901 in 1934 to \$19,119 in 1935, indicating consumption of 191,000 lbs.

State laws which impose taxes on margarine containing other than certain fats and oils, principally domestic, brought in revenue to only four states during 1935. These were Arkansas, Colorado, Georgia and Texas. No other state taxes in this classification have yielded revenue at any time.

COMPETITION IN COTTONSEED

Brazil entered the world cottonseed market in earnest during 1934 and 1935, exports from that country totaling about 241,535,000 lbs. in 1935 and 162,765,000 lbs. in 1934, according to statistics recently released by the U. S. Department of Commerce. Exports of other oilseeds also rose in 1935, shipments of babassu nuts, used in margarine manufacture, amounting to 21,925,000 lbs. in 1935 against 477,400 lbs. in 1934. United States import statistics did not separately classify babassu in 1935 but imports for consumption during January and February, 1936, amounted to about 15,629,000 lbs.

See classified pages for opportunities.

COTTON OIL TRADING

COTTONSEED OIL—Southeast and Valley 8c asked; Texas 7½c, nominal. Market transactions at New York:

Friday, April 24, 1936.

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Spot					a
Apr.				925	a bid
May	15	931	927	931	a 932
June				935	a bid
July	18	940	937	940	a trad
Aug.				935	a 940
Sept.	9	938	936	938	a 940
Oct.	7	918	915	917	a 920
Nov.				905	a nom

Saturday, April 25, 1936.

Spot					a
Apr.				925	a nom
May				931	a 935
June				935	a nom
July				939	a 943
Aug.				930	a nom
Sept.				937	a 938
Oct.				917	a 920
Nov.				905	a nom

Monday, April 27, 1936.

Spot					a
Apr.				920	a nom
May	11	922	922	921	a 924
June				925	a nom
July	22	932	929	930	a trad
Aug.				930	a trad
Sept.	10	935	927	927	a trad
Oct.	3	911	909	909	a trad
Nov.				905	a nom

Tuesday, April 28, 1936.

Spot					a
Apr.					a
May	6	920	912	913	a trad
June				913	a bid
July	81	930	913	915	a 917
Aug.				915	a nom
Sept.	57	923	912	915	a 14tr
Oct.	4	901	895	891	a 895
Nov.				895	a nom

Wednesday, April 29, 1936.

Spot					a
May	8	902	902	902	a trad
June				902	a nom
July	53	917	903	905	a trad
Aug.				905	a nom
Sept.	78	911	901	902	a trad
Oct.	23	893	883	883	a trad
Nov.				860	a nom
Dec.	1	864	864	868	a 871

Thursday, April 30, 1936.

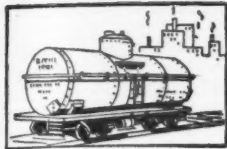
May	900	897	902	a 906
July	904	897	904	a
Sept.	904	895	904	a
Oct.	891	870	876	a

(See page 34 for later markets.)

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, April 29, 1936.—Refined cottonseed oil, 27s; Egyptian crude cottonseed oil 24s 6d.



Vegetable Oils

Weekly Market Review



Trade Active—New Season's Lows Established—Western Belt Drought Broken—Cash Oil Trade Moderate—Crude Oil Lower—Hog News Bearish.

IN A RATHER active trade cotton oil futures were under pressure of liquidation and as a result nearby deliveries went into new low ground for the season. Pressure on the market was the result of a breaking of the drought in the Western cotton belt, together with reports of lower foreign oil markets, and continued hog receipts well above those of the same time a year ago.

In addition, the market continued to feel the influence of evening-up in the May delivery, and although May tenders thus far have been nil, nevertheless there was quite a little switching from May to later months, with May relatively steadier, and refiners' and trade interests taking the nearbys and selling the futures, while commission houses were doing the reverse.

Fundamental conditions within the cotton oil market itself were not particularly healthy. The trade has been materially disappointed by the failure of cash demand to broaden seasonally, due to unseasonal cool weather. In trade quarters there is a feeling that oil consumption will broaden with more activity in the salad dressing trade. Tendency of foreign oil markets to seek lower levels creates apprehension of imports although during the past two weeks less has been heard of pressure of foreign oils in this market.

Cotton Crop Outlook Better

Prospects of a piling up of lard supplies, under the present hog run, which has been materially in excess of the same time last year, came in for no little consideration, although lard stocks at the present time are comparatively small.

The past week was more favorable for new cotton crop preparations and stocks. Sorely needed rains fell over the larger part of Texas and in good areas in Oklahoma, breaking an unprecedented drought. In the Central and Eastern belts, there were further rains which were not wanted but nevertheless the situation is considerably more hopeful than was the case a week ago.

Crude markets eased naturally with oil futures during the week. There were sales in the Valley at 8c and in Texas at 7½c and subsequently the market in the Southeast and Valley was quoted at 8c asked, and Texas 7½c nominal.

There is still a disposition in the trade to look for a carryover of cotton oil at the end of the season of around 1,000,000 bbls. Such a figure if realized would be the smallest since 1931, and approximately 175,000 bbls. less than the 10-year-average. However, it may be a little early to start to guess what the carry-over may prove to be.

COCOANUT OIL—A lowering of prices in this market followed the action of the courts declaring the processing tax on cocoanut oil constitutional. In addition, the European market was reported easier. At New York, cocoanut oil was quoted at 4¼c, a decline of ¼c from a week ago, while at the Pacific coast the market was quoted at 3½c.

CORN OIL—A steady tone featured this market at New York with prices quoted at 8½c, owing to lack of pressure of offerings.

SOYA BEAN OIL—While the market at New York generally was quoted at 6½@6¾c, reports in the trade indicated that re-sale oil was available at 6½c. Demand, however, was routine.

PALM OIL—A moderate trade and a steady tone featured the market at New York with spot Nigre quoted at 4½c, shipment 4¼c, 12½ per cent acid at 3.70c, and Sumatra for shipment at 3¾@3½c. In some quarters there is

a tendency to look upon palm oil prices as relatively too high. However, European offerings are well maintained.

PALM KERNEL OIL—Market was dull and nominal at New York and quoted at 4¼c.

OLIVE OIL—Trade was small at New York and market slightly easier with both spot and shipment quoted 7½@8c.

PEANUT OIL—Reflecting the weakness in cottonseed oil, crude peanut oil was easier at New York and off slightly and quoted at 8¼c, Southwest.

MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during March, 1936:

Ingredients of Uncolored Margarine:	Mar., 1936		Mar., 1935	
	lbs.		lbs.	
Babassue oil	2,849,728			
Butter			280	
Cocoanut oil	13,160,064		14,475,864	
Corn oil	88,072			
Cottonseed oil	8,783,733		9,518,363	
Derivative of glycerine	89,245		121,978	
Lecithin	1,767		1,680	
Milk	6,564,464		7,647,073	
Neutral lard	202,358		304,248	
Oleo oil	1,250,851		1,087,587	
Oleo stearine	277,492		224,021	
Oleo stock	191,499		215,576	
Palm oil	174,776			
Peanut oil	400,195		378,218	
Salt	1,746,526		1,915,780	
Sesame oil	9,234		7,258	
Soda (benzoate of)	15,120		15,102	
Soya bean oil	280,814		118,206	
Total	36,094,568		30,991,213	

Ingredients of Colored Margarine:	Mar., 1936		Mar., 1935	
	lbs.		lbs.	
Salt	20,095		20,372	
Babassue oil	6,561			
Butter			15	
Cocoanut oil	128,454		84,300	
Color	216		258	
Corn oil	33			
Cottonseed oil	34,005		35,827	
Derivative of glycerine	235		243	
Milk	57,640		53,339	
Neutral lard	5,138		9,810	
Oleo oil	30,326		88,359	
Oleo stearine	600		4,080	
Oleo stock	2,617		4,025	
Palm oil	2,300			
Peanut oil	339		333	
Soda (benzoate of)	80		15	
Soya bean oil	550			
Sunflower seed oil			12,250	
Total	289,818		313,026	
Total ingredients for colored and uncolored	36,384,386		37,304,239	

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., April 30, 1936.—Cotton oil has followed other commodities, stocks and French developments on downward trend. Sales light, undertone steady, indicating mills generally are in position to hold for upward movement. Bleachable inactive, offerings light. Imports of cotton oil thought to be about over for current season.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 30, 1936.—Crude cotton seed oil, 7½c lb., Valley; cottonseed meal, \$21.00 f.o.b. Memphis. May shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., April 30, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$23.50. Prime cottonseed oil, 7½@7¾c.

MAR. MARGARINE PRODUCTION

Margarine produced during March, 1936, with comparisons showing a decrease of 1.1 per cent from March, 1935, is reported as follows by margarine manufacturers:

	Mar., 1936		Mar., 1935	
	lbs.		lbs.	
Production of uncolored margarine	33,541,659		33,907,010	
Production of colored margarine	252,603		292,543	
Total production	33,794,262		34,199,553	
Uncolored margarine with drawn tax paid	33,991,252		33,668,036	
Colored margarine withdrawn tax paid	80,716		89,748	

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products strong latter part of week on scattered buying. May lard deliveries were readily taken care of. Hogs steady; top, \$10.60.

Cottonseed Oil

Cotton oil was active and stronger. Lack of May tenders, stronger lard and outside markets, scattered short covering and buying on improved technical position were factors. Crude, Southeast and Valley, sold at 7½¢ lb.; Texas, 7½¢, off quarter cent.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, \$9.02@9.08; July, \$9.06@9.08; Sept., \$9.06 sale; Oct., \$8.77@8.80; Dec., \$8.57@8.70. Tone steady; sale 94 lots.

Tallow

Tallow, extra, 4½¢ lb. f.o.b.

Stearine

Stearine, 7¼@8c.

Friday's Lard Markets

New York, May 1, 1936.—Prices are for export. Lard, prime western, \$11.10 @11.20; middle western, \$11.00@11.10; city, 10¼@10½¢; refined Continent, 11½¢; South American, 11½¢; Brazil kegs, 11¼¢; compound, 11½¢ in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, May 1, 1936.—General provision market steady but dull, with poor demand for hams and pure lard.

Friday's prices were: Hams, American cut, 91s; hams, long cut, 92s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshire, unquoted; Cumberlands, 72s; Canadian Wiltshires, 78s; Canadian Cumberlands, 74s; spot lard, 58s.

MEAT AND LARD EXPORTS

Exports of bacon, lard and tallow through port of New York during week ended May 1, totaled 433,343 lbs. of lard, 232,060 lbs. bacon and 60 bbls. pork.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 1, 1936, show exports from that country were as follows: To the United Kingdom, 160,698 quarters; to the Continent, 3,369. Exports for same period last week were: To England, 148,065 quarters; Continent, 2,962 quarters.

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of April 30, 1936, as follows:

	Apr. 30, 1936.	Mar. 31, 1936.	Apr. 30, 1935.
All barreled pork,			
brls.	22,361	23,756	18,973
P. S. lard, lbs.	29,057,641	28,747,675	45,070,577
Other lard, lbs.	5,173,141	4,127,176	7,626,500
D. S. clear bellies,			
(a)	9,106,806	7,987,709	5,760,785
D. S. rib bellies, (a)	1,290,336	745,813	878,958
Ex. sh. cl. sides, lbs.	2,930	4,100	8,000
D. S. sh. fat backs,			
lbs.	3,885,084	4,551,567	3,460,846
D. S. shoulders, lbs.	160,000	179,334	24,205
S. P. hams, lbs.	11,269,425	11,856,159	20,138,891
S. P. sk. hams, lbs.	15,147,255	15,423,248	21,732,867
S. P. bellies, lbs.	18,253,702	16,728,536	19,607,882
S. P. picnics, S. P.			
Boston shoulders,			
lbs.	4,677,928	5,038,803	5,012,758
S. P. shoulders, lbs.	22,000	45,000	62,000
Other cuts of meats,			
lbs.	5,523,277	5,786,993	7,445,232
Total cut meats,			
lbs.	60,434,803	68,347,262	84,132,424
(a) Made since Oct. 1, 1935.			

EGYPTIAN OIL LOSING GROUND

Egypt's cottonseed oil industry has lost ground steadily in recent years, a U. S. Department of Commerce report reveals. A number of adverse factors, such as keen price competition abroad, due to modern extraction methods not generally found in Egypt, creation of new plants in many foreign countries, erection of customs and quarantine barriers and other developments, has in general handicapped the entire cottonseed oil trade in all markets except the United States, the report states.

Because of unexpectedly large American demand, exports of cottonseed oil from Egypt increased sharply in 1935 as compared with 1934. Shipments in the first 11 months amounted to 12,323 metric tons, valued at \$1,526,000, compared with 2,374 tons, valued at \$407,000, in the corresponding period of 1934. Augmented American demand, it is pointed out, was due to a temporary shortage and is not expected to continue at the same level. The United States imported 17,012,400 lbs. of Egyptian cottonseed oil in the first 11 months of 1935 compared with 255,400 lbs. during the same period in 1934.

LARD AND GREASE EXPORTS

Exports of lard from New York City, April 1, 1936, to April 29, 1936, totaled 2,166,050 lbs.; greases, 929,200 lbs.; stearine, 153,600 lbs.; tallow, 11,600 lbs.

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's latest book.

FAT MARKETS IN FRANCE

(Special report to The National Provisioner from Emmanuel Welfing & A. Bloch, 12 Rue Lamartine, Paris.)

Paris, March 31, 1936.

LARD—Some sales were made to export trade during March at 325 francs per 100 kilos, f.o.b. French port. Outlet good for choice refined lard of best makes.

TALLOW — Weakness continued in this market during March, and Paris official quotation for melted acid tallow went down from 172.50 to 165 francs per 100 kilos. However, tendency at end of month seems rather firmer; fine toilet soapmaking tallow 185 to 200 francs per 100 kilos, in barrels, according to quality; edible tallow 190 francs per 100 kilos in softwood barrels, or 210 francs in tierces.

Extra beef premier jus, country make, 250 to 270 francs per 100 kilos, with supply limited.

VEGETABLE OIL—Soapmaking grade groundnut, 290 francs per 100 kilos; edible grade, 325 to 360 naked; copra oil, 195 francs per 100 kilos.

MORE LARD TO SWITZERLAND

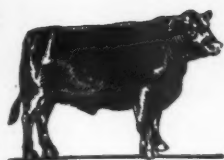
Switzerland may again become an important market for American lard under the terms of the new United States-Swiss trade agreement. According to the U. S. Department of Commerce, suppression of the Swiss duty of 20 francs per 100 kilos would bring the wholesale price of American lard, c.i.f. Basel, duty paid, to about 120 francs per 100 kilos. Swiss domestic lard is wholesaling around 140 to 145 francs per 100 kilos. Neither Dutch nor domestic product can compete with American in quality or price. The Swiss government will authorize lard imports within three months from February 15, when the agreement was made.

Under the agreement not less than 90 per cent of total permitted lard imports must come from the United States. The annual quota is to be divided into four equal quarterly quotas, any unused portion of which may be allotted to other countries.

Switzerland's annual importations from the United States averaged approximately 2,200,000 lbs. during the years 1930 to 1934. In the latter year, severe import restrictions were imposed. Prior to 1930 imports from the United States were even greater, amounting to more than 26,000,000 lbs. Lard imports were restricted in 1934 to encourage domestic consumption of surplus butter supplies.

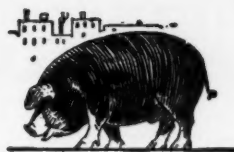
LARD TO CZECHOSLOVAKIA

Exports of U. S. lard to Czechoslovakia during the first two months of 1936 totaled about 683,000 lbs. compared with 35,264 during the same period in 1935. Czechoslovakian imports from all countries amounted to about 3,951,000 lbs. during January-February, 1936.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, April 30, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
LA lt., 140-160 lbs.,					
Good-choice	\$10.35@10.55	\$10.00@10.60	\$9.80@10.10	\$9.90@10.15	\$10.15@10.25
Medium	10.00@10.35	9.65@10.45		9.65@9.90	9.50@10.15
LA wt., 160-180 lbs.,					
Good-choice	10.35@10.60	10.40@10.60	10.00@10.15	9.90@10.20	10.15@10.25
Medium	10.00@10.35	10.10@10.50		9.80@10.00	9.50@10.15
LA wt., 180-200 lbs.,					
Good-choice	10.35@10.65	10.50@10.60	10.00@10.20	10.00@10.25	10.05@10.25
Medium	10.00@10.40	10.15@10.50		9.90@10.10	9.50@10.05
Med. wt.,					
200-220 lbs., gd-ch.	10.40@10.60	10.50@10.60	10.00@10.20	10.10@10.25	10.00@10.10
220-250 lbs., gd-ch.	10.25@10.55	10.35@10.55	9.65@10.00	10.10@10.25	9.75@10.05
Hvy. wt.,					
250-290 lbs., gd-ch.	9.85@10.30	10.15@10.45	9.30@9.90	9.80@10.20	9.40@9.80
290-350 lbs., gd-ch.	9.65@9.90	10.00@10.30	9.10@9.45	9.50@9.85	9.15@9.50
PACKING SOWS:					
275-350 lbs., good	9.00@9.35	9.25@9.50	8.85@9.00	8.85@9.10	8.80@9.00
350-425 lbs., good	8.90@9.15	9.15@9.40	8.85@8.90	8.75@9.00	8.75@8.80
425-550 lbs., good	8.75@9.00	9.00@9.25	8.75@8.80	8.65@8.85	8.65@8.80
275-550 lbs., medium	8.50@8.75	8.50@9.25	8.50@8.75	8.00@8.75	8.65@8.80
SLAUGHTER PIGS, 100-140 lbs.					
Good-choice	9.25@10.40	9.35@10.25	9.60@10.00	9.25@10.00	10.25@10.50
Medium	8.75@10.35	8.85@10.10	9.00@9.80	8.50@9.90	
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice	9.25@10.00				
Good	8.00@8.25	7.50@8.75	7.50@8.50	7.50@8.50	7.50@8.50
Medium	7.00@8.00	6.75@7.75	6.75@7.75	6.50@7.50	6.45@7.65
Common (plain)	6.00@7.00	6.00@7.00	5.50@6.75	5.75@6.75	5.15@6.45
STEERS, 900-1100 lbs.,					
Prime	9.25@10.00		8.50@9.50	8.50@9.50	
Choice	8.00@9.25	7.50@8.75	7.50@8.50	7.50@8.50	7.65@8.80
Good	7.00@8.00	7.00@8.00	6.75@7.75	6.75@7.75	6.45@7.65
Medium	6.00@7.00	6.00@7.25	5.75@6.75	6.00@7.00	5.40@6.60
Common (plain)					
STEERS, 1100-1300 lbs.,					
Prime	9.25@10.00		8.50@9.50	8.50@9.50	
Choice	8.00@9.25	8.00@9.25	7.75@8.75	7.75@8.75	7.65@8.75
Good	7.00@8.00	7.25@8.25	6.75@7.75	7.00@8.00	6.50@7.65
Medium					
STEERS, 1300-1500 lbs.,					
Prime	9.25@10.00		8.50@9.50	8.75@9.50	
Choice	8.00@9.25	8.25@9.25	7.75@8.50	8.00@8.75	7.50@8.65
Good					
HEIFERS, 550-750 lbs.,					
Choice	8.00@8.75	8.00@8.75	7.50@8.25	7.75@8.50	7.50@8.25
Good	7.50@8.00	7.50@8.00	7.00@7.50	7.00@7.75	6.85@7.65
Common (plain), medium	5.75@7.50	5.75@7.50	5.25@7.00	5.25@7.00	4.85@7.00
HEIFERS, 750-900 lbs.,					
Good-choice	7.50@8.75		7.00@8.25	7.00@8.50	7.00@8.25
Common (plain), medium	6.00@7.50		5.25@7.00	5.25@7.00	5.00@7.00
COWS:					
Choice	6.00@6.50	6.00@6.50	5.75@6.50	5.75@6.50	5.50@6.25
Good	5.00@6.00	5.00@6.00	5.00@5.75	5.00@5.75	4.50@5.65
Low cutters-cutters	3.75@5.25	3.25@5.00	3.75@5.00	3.50@5.00	3.00@4.50
BULLS (Yearlings excluded):					
Good (beef)	6.25@6.75	6.40@6.75	5.75@6.50	5.85@6.25	5.60@6.00
Cutter, common (plain), med.	5.75@6.40	5.00@6.40	4.75@5.85	4.50@5.85	4.50@5.75
VEALERS:					
Good-choice	8.25@9.50	8.00@9.25	7.50@9.50	7.50@9.00	7.00@9.00
Medium	7.00@8.25	6.50@8.00	6.00@7.50	5.00@7.50	6.00@7.25
Cull-common (plain)	5.50@7.00	4.00@6.50	4.50@6.00	4.00@6.00	4.00@6.00
CALVES, 250-500 lbs.,					
Good-choice	6.25@9.25	6.50@8.50	6.00@8.00	6.25@7.75	6.50@8.50
Common (plain), medium	5.00@6.25	4.00@6.50	4.50@6.00	4.00@6.50	4.50@6.50
Lambs and Sheep:					
LAMBS (wooled)					
Choice	11.75@12.10		11.25@11.75	11.25@11.75	11.25@11.75
Good	11.50@11.85		10.75@11.25	10.75@11.25	10.75@11.35
Medium	11.00@11.65		10.25@10.75	9.75@10.75	10.00@10.75
Common	9.50@11.00		9.25@10.25	8.75@9.75	9.00@10.00
LAMBS (shorn)					
Choice	9.85@10.25	10.00@10.50	9.50@10.00	9.75@10.00	9.50@10.00
Good	9.50@10.00	9.65@10.10	9.25@9.50	9.25@9.75	9.00@9.60
Medium	8.50@9.75	8.50@9.75	8.50@9.25	8.25@9.25	
Common	7.50@8.50			7.25@8.25	
YEARLING WETHERS (wooled)					
Good-choice	9.75@10.50	8.75@9.50*	9.25@10.00	8.25@9.00	
Medium	8.25@9.75	7.50@8.75*	8.50@9.25	7.25@8.25	
EWES (wooled)					
Good-choice	5.75@6.50	4.75@6.00*	5.50@7.00	5.25@6.15	4.50@5.50
Common-medium	4.50@5.75	3.50@4.75*	4.00@5.50	3.50@5.25	3.00@4.50

*Spring lambs at Kansas City, choice \$11.25@11.75, good \$10.75@11.25.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., April 30, 1936.—At 20 concentration points and 9 packing plants in Iowa and Minnesota truck hogs, good to choice, 180 to 220 lbs., were mostly \$9.80@10.00; few \$10.05 at plants; rail consignments quoted to \$10.20 or slightly higher. Hogs 220 to 250 lbs., off truck, mainly \$9.70@9.90, few \$10.00; 250 to 290 lbs., \$9.35@9.75; 290 to 350 lbs., \$9.00@9.40; few \$9.50; 160 to 180 lbs., \$9.50@9.75; 140 to 160 lbs., \$8.85@9.50. Light weight sows brought \$8.60@8.85 off truck, \$9.00 or slightly above off cars; heavy and medium weights, \$8.15@8.75, in truck lots.

Receipts week ended April 30, 1936:

	This week.	Last week.
Friday, April 24.....	18,900	16,500
Saturday, April 25.....	19,500	15,100
Monday, April 27.....	46,600	34,800
Tuesday, April 28.....	17,500	15,600
Wednesday, April 29.....	18,300	18,600
Thursday, April 30.....	14,000	16,600

RECEIPTS AT CHIEF CENTERS

Week ended April 25, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended April 25.....	190,000	308,000	254,000
Previous week	204,000	297,000	256,000
1935	188,000	262,000	296,000
1934	203,000	534,000	314,000
1933	179,000	610,000	361,000
At 11 markets:	Hogs.		
Week ended April 25.....	242,000		
Previous week	224,000		
1935	215,000		
1934	468,000		
1933	497,000		
1932	450,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended April 25.....	143,000	210,000	157,000
Previous week	141,000	187,000	149,000
1935	137,000	179,000	204,000
1934	159,000	406,000	198,000
1933	137,000	424,000	239,000
1932	135,000	382,000	245,000

NEW YORK LIVESTOCK

Receipts week ended April 25, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,555	8,605	4,814	29,625
Central Union	2,023	2,206		9,346
New York	222	3,518	12,985	5,332
Total	6,800	14,329	17,799	44,303
Previous week	7,790	11,661	15,663	42,828
Two weeks ago	5,647	13,088	18,008	46,288

LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 25, 1936, as reported to THE NATIONAL PROVISIONER:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,791	2,204	8,658
Swift & Co.	2,708	2,136	10,504
Morris & Co.	1,740	.....	5,041
Wilson & Co.	4,372	2,624	5,288
Anglo-Amer. Prov. Co.	773	.....	.....
G. H. Hammond Co.	2,426	.....	.....
Shippers	21,480	6,250	12,589
Others	8,826	16,455	10,659
Brennan Pkg. Co.	2,818	hogs:	Western Pkg. Co., Inc., 1,616 hogs; Agar Pkg. Co., 3,930 hogs.
Total	38,183	cattle; 38,539	hogs; 53,673 sheep.
Not including 2,000 cattle, 2,050 calves, 28,819 hogs and 5,736 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,152	578	2,676	2,848
Cudahy Pkg. Co.	1,716	867	1,286	4,063
Morris & Co.	1,684	297	2,175	.....
Swift & Co.	1,837	627	3,793	3,122
Wilson & Co.	1,596	863	1,611	3,225
Kornblum & Son.	1,223	.....	.....	.....
Independent Pkg. Co. ....	.....	.....	152	.....
Others	3,507	245	3,460	7,111
Total	14,115	3,417	12,878	22,514
Not including 21,703 hogs bought direct.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.....	5,696	6,428	2,132
Cudahy Pkg. Co.....	4,606	4,295	5,547
Dold Pkg. Co.....	1,254	3,177	.....
Morris & Co.....	1,188	118	1,188
Swift & Co.....	5,274	3,776	2,627
Others.....	.....	9,166	.....
Eagle Pkg. Co., 24 cattle; Grt. Omaha Pkg. Co., 90 cattle; Geo. Hoffman Pkg. Co., 53 cattle; Lewis Pkg. Co., 683 cattle; Omaha Pkg. Co., 192 cattle; John Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 94 cattle; Lincoln Pkg. Co., 341 cattle; Wilson & Co., 439 cattle; Sinclair Pkg. Co., 2 cattle.			
Total	19,891 cattle and calves,	26,960 hogs,	11,494 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,757	1,054	4,850	4,270
Swift & Co.	2,285	2,076	4,343	3,136
Morris & Co.	827		302	
Hunter Pkg. Co.	1,607	1,539	3,624	145
Hell Pkg. Co.			2,048	
Krey Pkg. Co.			2,685	
Lacide Pkg. Co.			860	
Shippers	4,257	4,057	14,836	2,777
Others	2,965	128	11,186	905
Total	13,728	8,854	44,734	11,233
Not including 1,667 cattle, 4,067 calves, 28,853 hogs and 765 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,664	881	6,355	12,302
Armour and Co.	2,174	890	5,622	7,784
Others	1,143	27	1,490	3,216
Total	4,981	1,807	13,467	23,362

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,088	154	6,794	2,672
Armour and Co.	3,269	173	6,854	1,913
Swift & Co.	2,591	209	3,890	1,756
Shippers	3,339	84	3,475	26
Others	288	17	26	2
Total	12,575	637	21,039	6,369

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,947	1,053	4,225	613
Wilson & Co.....	1,564	1,141	4,337	872
Others	293	54	420	....
Total	3,804	3,248	8,982	1,485
Not including 32 cattle and 165 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co....	1,427	1,129	2,581	2,578
Dold Pkg. Co.....	680	163	1,878	15
Wichita D. B. Co....	19	.....	.....	.....
Dann-Ostertag.....	122	.....	.....	.....
Fred W. Dold.....	117	.....	402	.....
Sunflower Pkg. Co..	69	.....	147	.....
Sowest Beef Pkg. Co.	24	.....	.....	.....
Total	2,467	1,292	5,008	2,593
Not including 920 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,414	131	1,896	15,204
Swift & Co.	1,048	91	1,489	20,632
Others	2,278	378	1,990	11,923
Total	4,740	600	5,375	47,840

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,706	868	3,004	7,563
Swift & Co.	2,905	966	4,114	7,820
City Pkg. Co.	196	36	323	.....
Blue Bonnet Pkg. Co.	90	37	83	.....
H. Rosenthal Pkg. Co.	53	23	4	.....
Total	5,850	1,930	7,528	15,385

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,891	4,475	7,798	1,146
Cudahy Pkg. Co.	809	1,673	.....	115
Swift & Co.	6,622	6,352	11,075	2,152
United Pkg. Co.	2,527	444	.....	.....
Others	3,030	14	7,391	.....
Total	16,879	12,958	26,864	3,413
Not including 674 sheep bought direct.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,861	7,161	9,992	1,360
U. D. B. Co., N. Y.	33	.....	.....	.....
Omaha Pkg. Co., Chl.	196	.....	.....	.....
Armour and Co., Mil.	1,012	3,464	.....	.....
N. Y. B. D. M. Co.	40	.....	.....	.....
R. Gunz & Co.	.....	90	.....	.....
Shippers	124	29	141	4
Others	680	788	65	181
Total	4,005	11,531	10,198	1,545

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,123	1,200	4,893	2,906
Armour and Co.	1,071	275	1,734	.....
Hilgemeyer Bros.	6	.....	1,290	.....
Stumpf Bros.	.....	.....	115	.....
Schussler Pkg. Co.	14	.....	118	.....
Meier Pkg. Co.	75	7	204	.....
Indiana Prov. Co.	53	26	154	.....
Manass Hartman Co.	43	5	.....	.....
Art Wabnitz	25	104	40	.....
Shippers	3,221	1,632	16,639	4,201
Others	731	112	214	67
Total	7,362	3,351	25,352	7,220

CINCINNATI.

CINCINNATI.				
	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.....	.....	43	.....	136
Ideal Pkg. Co.	70	20	377	.....
E. Kahn's Sons.....	821	905	5,166	99
Lohrey Pkg. Co.	3	.....	253	.....
H. H. Meyer Pkg. Co.	18	.....	3,147	.....
J. Schlachter's Son.	105	231	.....	34
J. & F. Schroth P. Co.	25	.....	2,796	.....
J. F. Stegner & Co.	362	331	.....	.....
Shippers	111	350	2,863	.....
Others	1,182	820	256	280
Total	2,703	2,380	14,858	549
Not including 812 cattle, 276 calves, 1,913 hogs and 1,488 sheep bought direct.				

RECAPITULATION.

	CATTLE.	Week ended April 25.	Prev. week.	Cor.
Chicago	38,183	35,664	31,280	.....
Kansas City	14,115	14,257	19,612	.....
Omaha	19,891	18,983	14,223	.....
East St. Louis	13,728	13,818	13,664	.....
St. Joseph	4,981	5,275	6,141	.....
Sioux City	12,575	12,487	9,282	.....
Oklahoma City	3,894	7,064	4,559	.....
Wichita	2,467	2,518	2,131	.....
Denver	4,740	4,838	6,665	.....
St. Paul	16,879	16,059	12,286	.....
Milwaukee	4,005	4,250	3,857	.....
Indianapolis	7,362	6,568	6,261	.....
Cincinnati	2,703	2,475	3,435	.....
Fort Worth	5,850	5,566	.....	.....
Total	151,283	150,672	133,396	.....

HOGS.

	CATTLE.	Week ended April 25.	Prev. week.	Cor.
Chicago	38,539	33,475	36,604	.....
Kansas City	12,878	12,953	19,958	.....
Omaha	29,960	27,765	20,970	.....
East St. Louis	44,734	39,459	37,533	.....
St. Joseph	13,467	12,465	11,840	.....
Sioux City	21,039	16,576	13,741	.....
Oklahoma City	8,982	9,631	6,178	.....
Wichita	5,008	5,069	3,785	.....
Denver	5,375	4,297	10,002	.....
St. Paul	23,784	23,690	17,785	.....
Milwaukee	10,198	10,388	5,469	.....
Indianapolis	25,352	22,731	23,942	.....
Cincinnati	14,858	14,814	11,804	.....
Fort Worth	7,528	9,593	.....	.....
Total	261,782	241,216	212,021	.....

SHEEP.

	CATTLE.	Week ended April 25.	Prev. week.	Cor.
Chicago	53,673	46,037	52,664	.....
Kansas City	22,514	23,394	43,341	.....
Omaha	11,494	14,204	18,963	.....
East St. Louis	11,233	6,035	12,164	.....
St. Joseph	23,362	21,827	29,513	.....
Sioux City	6,369	11,846	13,115	.....
Oklahoma City	1,485	1,077	3,714	.....
Wichita	2,593	4,174	4,372	.....
Denver	47,840	41,444	66,845	.....
St. Paul	3,413	2,967	4,693	.....
Milwaukee	1,545	1,378	972	.....

Indianapolis	7,220	3,224	5,896
Cincinnati	549	352	1,003
Fort Worth	15,385	13,900	.....
Total	208,684	191,850	267,195

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 20	16,888	1,283	15,804	14,708
Tues., April 21	5,434	2,837	14,504	10,233
Wed., April 22	7,422	1,145	13,591	8,621
Thurs., April 23	6,742	1,969	12,587	10,406
Fri., April 24	1,866	362	7,827	7,900
Sat., April 25	500	100	4,000	8,000
Total this week	38,832	7,696	68,313	66,576
Previous week	38,189	8,277	65,754	46,449
Year ago	31,919	11,070	57,782	65,366
Two years ago	42,721	11,179	142,457	52,823

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 20	4,337	80	2,260	4,312
Tues., April 21	1,847	36	670	2,716
Wed., April 22	3,219	1	700	1,136
Thurs., April 23	1,491	186	908	1,328
Fri., April 24	511	.....	1,150	2,430
Sat., April 25	100	.....	100	1,000
Total this week	11,505	303	5,878	12,963
Previous week	8,292	476	4,253	15,166
Year ago	6,997	1,168	6,225	11,467
Two years ago	11,521	888	14,397	10,687

	Cattle.	Hogs.	Sheep.
Total receipts for month and year to April 25:	.....	.....	.....
1936.	124,355	128,577	569,167
1935.	124,355	128,577	569,167
1934.	124,355	128,577	569,167
1933.	124,355	128,577	569,167
1932.	124,355	128,577	569,167
1931.	124,355	128,577	569,167

	April		Year	
	1936.	1935.	1936.	1935.
Cattle	124,355	128,577	569,167	611,779
Calves	27,870	40,864	121,437	167,724
Hogs	206,242	231,573	1,216,359	1,357,496
Sheep	181,281	282,677	868,863	1,195,566

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended April 25, 1936:

CATTLE.

	Week ended April 25, 1936.	Prev. week.	Cor. week, 1935.
Chicago	28,094	28,351	24,017
Kansas City	17,532	14,257	24,857
Omaha	18,835	18,559	14,459
East St. Louis	14,268	14,684	16,255
St. Joseph	6,176	6,219	7,688
Sioux City	9,789	10,289	7,903
Wichita	3,759	3,734	3,218
Fort Worth	5,850	6,596	....
Philadelphia	2,902	1,970	1,947
Indianapolis	2,163	2,146	1,804
New York & Jersey City	9,643	7,358	7,390
Oklahoma City	6,084	7,054	6,233
Cincinnati	3,362	2,983	3,951
Denver	4,761	3,852	3,662
St. Paul	13,849	13,852	11,186
Milwaukee	3,539	3,750	3,574
Total	150,306	145,644	138,824

HOGS.

Chicago	67,080	55,444	50,371
Kansas City	30,698	27,001	28,742
Omaha	21,775	18,809	18,145
East St. Louis	44,137	39,995	24,707
St. Joseph	11,977	11,536	11,435
Sioux City	17,564	12,244	7,966
Wichita	5,928	6,896	4,350
Fort Worth	7,528	9,503	....
Philadelphia	13,004	12,049	12,703
Indianapolis	5,438	5,346	7,896
New York & Jersey City	39,895	37,059	28,895
Oklahoma City	8,982	9,631	6,422
Cincinnati	12,897	11,958	8,626
Denver	6,007	4,765	5,044
St. Paul	28,397	17,296	12,451
Milwaukee	10,058	10,343	5,477
Total	331,365	288,895	233,289

SHEEP.

Chicago	46,819	35,995	58,476
Kansas City	22,514	23,394	43,341
Omaha	15,131	17,958	25,960
East St. Louis	8,454	4,099	11,322
St. Joseph	20,146	19,158	21,242
Sioux City	6,343	10,826	12,769
Wichita	2,593	4,174	4,372
Fort Worth	15,385	13,900	....
Philadelphia	4,905	3,194	4,808
Indianapolis	2,908	2,538	2,080
New York & Jersey City	57,768	53,441	50,052
Oklahoma City	1,650	1,077	3,714
Cincinnati	2,011	2,786	4,735
Denver	7,397	7,370	6,498
St. Paul	3,413	2,967	4,600
Milwaukee	1,545	1,378	972
Total	219,042	204,855	250,679

U. S. INSPECTED HOG KILL

Kill at 8 points week ended April 24, 1936:

	Week ended April 24, 1936.	Prev. week.	Cor. week, 1935.
Chicago	67,080	55,444	51,380
Kansas City, Kans.	30,698	27,001	28,742
Omaha	21,775	18,809	18,114
St. Louis & East St. Louis	44,137	39,995	26,827
Sioux City	15,740	11,141	9,109
St. Joseph	11,709	11,526	10,746
St. Paul	28,397	17,286	13,904
N. Y., Newark and J. C.	39,895	37,059	28,637
Total	259,431	214,941	196,936

BRAZIL EXPORTS MORE TALLOW

Tallow exports from Brazil increased during 1935 to almost three times their volume in 1934, partially as a result of this South American country's sharing in demand for foreign tallow which arose in the United States last year. According to U. S. Department of Commerce reports Brazil's exports of tallow in 1935 totaled about 51,794,000 lbs., against 18,904,000 lbs. in 1934 and 488,400 lbs. in 1931. Shipments in 1935 had a value of 30,896 contos, or about \$1,853,760.

ADVERTISING FOR COTTONSEED

Cottonseed products are pointed out as offering an unusual opportunity for promotional work during National Cotton Week, June 1-6, by A. L. Ward, educational director, National Cottonseed Products Association. Grocery, hardware and many other stores can share the benefits of National Cotton Week advertising by featuring the cottonseed products they handle. Cottonseed is used in making hundreds of items, ranging from shortenings and salad oil to ink, fertilizer, flour and linoleum.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending April 25, 1936.....	9,079	2,842	2,860
Week previous	8,776½	2,407	2,645
Same week year ago.....	5,842	1,600	1,950
COWS, carcass			
Week ending April 25, 1936.....	1,323½	1,104	1,483
Week previous	1,398	833	1,367
Same week year ago.....	805	1,139	1,395
BULLS, carcass			
Week ending April 25, 1936.....	290	324	20
Week previous	247½	310	14
Same week year ago.....	229	322	8
VEAL, carcass			
Week ending April 25, 1936.....	18,946	1,872	761
Week previous	13,845	1,682	437
Same week year ago.....	10,257	1,888	637
LAMB, carcass			
Week ending April 25, 1936.....	31,985	9,632	13,513
Week previous	31,579	8,647	12,893
Same week year ago.....	35,388	14,271	17,745
MUTTON, carcass			
Week ending April 25, 1936.....	1,448	210	411
Week previous	746	425	352
Same week year ago.....	1,833	868	535
PORK CUTS, lbs.			
Week ending April 25, 1936.....	1,765,563	285,250	383,589
Week previous	1,805,478	305,296	232,699
Same week year ago.....	1,192,647	412,428	182,460
BEEF CUTS, lbs.			
Week ending April 25, 1936.....	474,632	....	....
Week previous	441,848	....	....
Same week year ago.....	473,700	....	....

LOCAL SLAUGHTERS.

	NEW YORK.	PHILA.	BOSTON.
CATTLE, head			
Week ending April 25, 1936.....	9,643	2,002	....
Week previous	7,358	1,970	....
Same week year ago.....	7,390	1,978	....
CALVES, head			
Week ending April 25, 1936.....	15,068	2,654	....
Week previous	12,215	2,563	....
Same week year ago.....	14,775	4,606	....
HOGS, head			
Week ending April 25, 1936.....	39,397	15,004	....
Week previous	36,978	12,049	....
Same week year ago.....	28,895	12,395	....
SHEEP, head			
Week ending April 25, 1936.....	57,768	4,905	....
Week previous	53,441	3,194	....
Same week year ago.....	50,052	5,333	....

OFFICES

Detroit, Mich.
Cincinnati, Ohio
Dayton, Ohio
Omaha, Neb.
Indianapolis, Ind.
La Fayette, Ind.
Louisville, Ky.
Nashville, Tenn.
Sioux City, Iowa
Montgomery, Ala.



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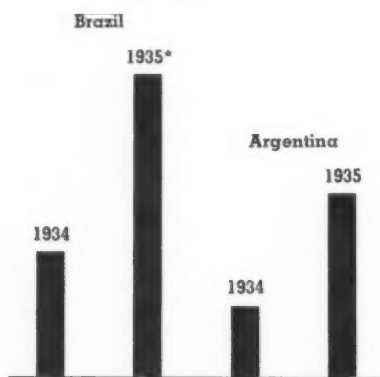
LARD FROM SOUTH AMERICA

Increased lard exports from Brazil and Argentina to markets which the United States once supplied liberally, was a feature of the South American meat trade during 1935. While total exports of meat and meat products increased, Brazil accounted for all the growth, Argentina and Uruguay showing slightly smaller shipments during the period.

Brazil's gains in 1935 were made through advantageous arrangements with European importing countries. Meat exports during the first 11 months amounted to 143,000,000 lbs. against 108,120,000 lbs. in the corresponding period in 1935. Italy may become one of the most important markets for Brazilian meat during 1936, due to a recent agreement between the two governments. Shipments of Brazilian lard to Europe were unusually large, totaling over 28,000,000 lbs. (11 months), against 12,000,000 lbs. in 1934.

MORE SOUTH AMERICAN LARD TO EUROPE

EXPORTS



Argentina exported 1,223,982,000 lbs. of meat during 1935, of which the United Kingdom took 1,040,048,000 lbs. Total meat exports were slightly smaller than in 1934 while lard shipments amounted to 17,463,000 lbs., against 6,314,000 lbs. in 1934. Argentine exports during 1935 included: beef, 835,950,000 lbs.; mutton, 109,972,000 lbs.; pork, 20,236,000 lbs.; other meats and products, 100,848,000 lbs. and canned meat, 147,978,000 lbs. About 37,670,000 lbs. of Argentine canned meat came to the United States in 1935, against 21,836,000 lbs. in 1934.

Uruguayan meat exports during the year totaled 131,000,000 lbs., or slightly less than in 1934. The United Kingdom continues to be the principal market for Uruguay's product, taking 71 per cent of 1935 shipments. Italy is reported to have bought about 12,000,000 lbs. of total exports of 38,000,000 lbs. to the Continent.

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top prices	Week ended April 23.	Last week.	Same week, 1935.
Toronto	\$ 6.25	\$ 6.75	\$ 8.10
Montreal	6.00	6.25	7.00
Winnipeg	5.25	5.75	8.00
Calgary	5.00	5.25	7.10
Edmonton	5.00	5.00	7.00
Prince Albert	4.25	4.25	5.25
Moose Jaw	5.00	5.00	7.00
Saskatoon	4.50	4.25	6.00

VEAL CALVES.

Toronto	\$10.00	\$11.00	\$ 8.00
Montreal	5.50	7.50	6.00
Winnipeg	6.00	7.00	7.00
Calgary	6.00	6.00	6.50
Edmonton	6.00	6.00	5.50
Prince Albert	4.00	4.00	4.25
Moose Jaw	5.50	6.00	6.00
Saskatoon	5.00	6.00	6.00

BACON HOGS.

Toronto	\$ 8.50	\$ 8.50	\$ 8.75
Montreal	9.00	9.25	9.00
Winnipeg (1)	8.25	8.50	7.75
Calgary	7.85	8.00	7.45
Edmonton	7.25	7.85	7.40
Prince Albert	8.00	8.00	7.35
Moose Jaw	8.25	8.25	7.50
Saskatoon	9.00	8.05	7.30

(1) Montreal and Winnipeg on "fed & watered" basis for hogs. All others "off trucks."

GOOD LAMBS.

Toronto	\$11.00	\$10.50	\$ 7.25
Montreal	7.00	8.00	6.50
Winnipeg	8.00	8.00	6.25
Calgary	9.50	7.75	5.25
Edmonton	8.50	7.25	5.75
Prince Albert	7.00	6.50	5.50
Moose Jaw	7.00	6.50	5.50
Saskatoon	6.50	....	....

TANNERS CUT BUSINESS LOSSES

Four years ago the Tanners' Council of America through its members in metropolitan districts of Boston and New York organized the Tanners' Council Associates for the purpose of offering assistance to honest debtors and protecting members from dishonest debtors. Results over the past four years have established the importance and value of such a movement. In the metropolitan area of New York alone during this period failures in which leather people have been interested have been substantially in excess of \$2,500,000. In those cases where the Tanners' Council Associates have taken an active part, creditors have been paid dividends of over 40 cents on the dollar. Formerly the average settlement was 10 cents in cash and 5 cents in notes; 20 per cent was, at that time, regarded as a good settlement.

Financial institutions in the East are cooperating with the group. In some cases companies involved have been put on their feet financially in a short time.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended April 18:

Week Ending	New York.	Boston.	Phila.
Apr. 18, 1936	58,231	.....	.....
Apr. 11, 1936	19,464	204	.....
Apr. 4, 1936	87,080	1,195	.....
Mar. 28, 1936	36,414	.....	.....
Total 1936	636,614	48,679	37,609
Apr. 20, 1935	11,008	.....	.....
Apr. 13, 1935	13,208	.....	.....

Total 1935 338,611 23,471 4,614

Total so far: 1936-717,902.* 1935-306,086.*

*Does not include imports at Norfolk.

N. Y. HIDE FUTURE MARKETS

Saturday, April 25, 1936—Close: June 11.53@11.57; Sept. 11.85 sales; Dec. 12.14@12.19; Mar. 12.46@12.50; sales 6 lots. Closing 2@5 higher.

Monday, April 27, 1936—Close: June 11.42b; Sept. 11.75@11.80; Dec. 12.05 @12.10; Mar. 12.37@12.40; sales 12 lots. Closing 9@11 lower.

Tuesday, April 28, 1936—Close: June 11.20n; Sept. 11.53@11.54; Dec. 11.87n; Mar. 12.17n; sales 90 lots. Closing 18@22 lower.

Wednesday, April 29, 1936 — Close: June 11.19@11.24; Sept. 11.52@11.54; Dec. 11.84@11.85; Mar. 12.14n; sales 50 lots. Closing 1@3 lower.

Thursday, April 30, 1936 — Close: June 11.17@11.22; Sept. 11.50 sale; Dec. 11.80 sale; Mar. 12.10n; sales 31 lots. Closing 2@4 lower.

Friday, May 1, 1936 — Close: June 11.06b; Sept. 11.40b; Dec. 11.69b; Mar. 12.01b; sales 17 lots. Closing 9@11 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 1, 1936, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended May 1.	Prev. week.	Cor. week, 1935.
Spr. nat.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Hvy. nat. str.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Hvy. Tex. str.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Hvy. butt brnd'd str.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Hvy. Col. str.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Ex-light Tex.	12 1/2 @ 12 1/2	13 1/2 @ 13 1/2	12 1/2 @ 12 1/2
Brnd'd cows.	10 @ 10	10 1/2 @ 10 1/2	9 @ 9
Hvy. nat. cows	9 1/2 @ 10	10 1/2 @ 10 1/2	9 1/2 @ 9 1/2
Lt. nat. cows	10 @ 10 1/2	10 1/2 @ 11	9 1/2 @ 9 1/2
Nat. bulls	8 1/2 @ 9	9 @ 9	8 @ 8
Brnd'd bulls	7 1/2 @ 8	8 @ 8	7 @ 7
Calfskins	20 @ 22	20 @ 22	14 @ 14
Kips, nat.	14 @ 14	14 @ 14	11 @ 11
Kips, ov-wt.	13 @ 13	12 1/2 @ 13	10 @ 10
Kips, brnd'd	10 1/2 @ 11	11 @ 11	8 @ 8
Slunks, reg.	1.20 @ 1.25	1.20 @ 1.25	80 @ 80
Slunks, hris.	.35 @ .40	.35 @ .40	40 @ 40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	9 @ 9 1/2	9 1/2 @ 10	8 @ 8
Brand	8 1/2 @ 9	9 @ 9 1/2	8 1/2 @ 8 1/2
Nat. bulls	7 1/2 @ 8	8 @ 8	7 1/2 @ 7 1/2
Brnd'd bulls	6 1/2 @ 7	7 @ 7	6 1/2 @ 6 1/2
Calfskins	17 1/2 @ 18 1/2	17 1/2 @ 19	12 1/2 @ 14 1/2
Kips	12 @ 12 1/2	12 @ 12 1/2	10 @ 10
Slunks, reg.	1.00 @ 1.00	1.00 @ 1.00	45 @ 45
Slunks, hris.	.20 @ .25	.20 @ .25	25 @ 25

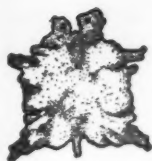
COUNTRY HIDES.

Hvy. steers	8 @ 8	8 1/2 @ 8 1/2	6 1/2 @ 6 1/2
Hvy. cows	8 @ 8	8 1/2 @ 8 1/2	6 1/2 @ 6 1/2
Butts	8 1/2 @ 8 1/2	9 @ 9	7 @ 7
Extremes	9 1/2 @ 9 1/2	9 1/2 @ 10	7 1/2 @ 7 1/2
Bulls	6 @ 6	6 1/2 @ 6 1/2	4 1/2 @ 4 1/2
Calfskins	12 1/2 @ 13	13 @ 13 1/2	8 1/2 @ 8 1/2
Kips	9 1/2 @ 10	10 @ 10 1/2	7 @ 7
Light calf.	80 @ 85	80 @ 85	40 @ 40
Deacons	80 @ 85	80 @ 85	40 @ 40
Slunks, reg.	.60 @ .75	.60 @ .80	25 @ 25
Slunks, hris.	.10 @ .15	.10 @ .15	10 @ 10
Horsehides	3.00 @ 3.70	3.00 @ 3.75	2.75 @ 3.30

SHEEPSKINS.

Pkr. lambs	1.90 @ 2.10	1.90 @ 2.10	1.55 @ 1.70
Sml. pkr.	.....	.....	.....
Lambs	1.40 @ 1.65	1.40 @ 1.70	1.20 @ 1.30
Pkr. shearings	1.00 @ 1.00	1.00 @ 1.00	00 @ 05
Dry pelts	.15 @ .16	.15 @ .17	11 @ 11 1/2

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Hide market did not escape the general unsettlement of all commodity and security markets during the past week, and conditions were further aggravated by the slow business recently on leather, resulting in a very light buying interest on the part of tanners.

Trading was very light, with a total of about 35,000 hides reported during the week. Branded steers sold off a half-cent early, followed by a similar decline on branded cows, although the latter description was fairly well cleaned up previous week. Late this week, the Association moved a few heavy native cows at $\frac{1}{2}$ c off, and also couple cars light cows at $\frac{3}{4}$ c down from last week; packers have declined these bids so far, asking steady price for heavy cows and $\frac{1}{4}$ c down for light cows.

Native steers are in large supply, dating Jan. forward and general asking price of $12\frac{1}{2}$ c, or $\frac{1}{2}$ c down, not attracting buyers. Extreme light native steers last sold at $11\frac{1}{2}$ c but quotable around $\frac{1}{2}$ c less.

One packer sold 5,000 butt branded steers early at $12\frac{1}{2}$ c, and 7,000 Colorados at 12c, which appeared to take care of all orders at the half-cent reduction; 2,800 April Colorados sold at close of last week at $12\frac{1}{2}$ c. Heavy Texas steers quotable $12\frac{1}{2}$ c asked, light Texas steers $11\frac{1}{2}$ c asked, and extreme light Texas steers 10c nom.

Association sold 800 April heavy native cows late in week at 10c; packers ask $10\frac{1}{2}$ c usually. Bids of 10c declined by packers for light native cows, asking $10\frac{1}{2}$ c; however, Association sold 2,000 April light cows at 10c. Three packers sold 16,000 March-April branded cows mid-week at 10c, or $\frac{1}{2}$ c down; Association sold 2,000 Aprils also at 10c.

Native bulls last sold at 9c, and branded bulls at 8c, previous week; quotable at $\frac{1}{2}$ c less in a nominal manner.

OUTSIDE SMALL PACKER HIDES

—Outside small packer all-weight natives of medium weight, around 45/47-lb. average, quotable around $9\frac{1}{2}$ c, nom., f.o.b. nearby short freight points; buyers report offerings this basis unsold, with not much buying interest, except around $\frac{1}{2}$ c less. Chicago take-off nominally around 10c.

PACIFIC COAST—No activity reported on Pacific Coast since sales some weeks back at 11c for steers and 9c for cows, flat, f.o.b. shipping points; market nominally $\frac{1}{2}$ c less at the present time.

FOREIGN WET SALTED HIDES—

At the close of last week, 5,000 La-Platas and 4,000 Anglos sold to the States at $76\frac{1}{4}$ pesos, equal to $12\frac{1}{2}$ c, c.i.f. New York, steady with price paid earlier; 4,000 more Argentine steers reported later same basis. The heavy trading last week should have about cleaned up that market for standard descriptions.

COUNTRY HIDES—Trading has been practically at a standstill recently on country hides. Pending the establishment of prices for packer cows, quotations on country hides are for the most part only nominal. Buyers' ideas are lower but sellers are waiting for trading on packer light cows to enable them to figure the relative position of country hides. Trimmed all-weights nominal at $8\frac{1}{4}$ @ $8\frac{1}{2}$ c for light average. Heavy steers and cows dull and around 8c nom. Buff weights about $8\frac{1}{2}$ c, nom. Trimmed extremes hardly quotable over $9\frac{1}{2}$ @ $9\frac{3}{4}$ c nom. Bulls around 6c; glues $5\frac{1}{2}$ @ $5\frac{3}{4}$ c. All-weight branded nominally 7c, flat.

CALFSKINS—Following the movement of one packer's April production of light calfskins under $9\frac{1}{2}$ -lb., previously reported, another packer sold 5,000 April lights and a third packer 15,000 April lights at the close of last week, all at 22c, steady with the first sale. One lot of 12,000 Apr. Milwaukee all-weights moved at 22c for packers and 21c for cities. Trading on heavy calfskins has been delayed by tanners' request for grubbing privileges on calf; scheduled meeting to consider this was postponed and meeting expected sometime next week. Heavy calf have been offered at last trading prices. These are $21\frac{1}{2}$ c for northern skins and 20c for River points skins.

Chicago city calfskins last sold at 19c for the 8/10-lb. and $17\frac{1}{2}$ c for 10/15 lb.; further offerings at these prices unsold, with buyers' ideas lower. Outside cities, 8/15-lb., around $17\frac{1}{4}$ @18c nom.; mixed cities and countries about 16c; straight countries around 13c. Chicago city light calf and deacons sold late last week at $\$1.35$; buyers' ideas lower now.

KIPSKINS—At the close of last week, one packer sold 4,000 April over-weight kipskins at 13c for northern and 12c for southern, or $\frac{1}{2}$ c advance; another packer sold 2,500, and third packer 1,700 Apr. northern over-weights at 13c. All packers moved their Apr. native kips last week at 14c for northern and 13c for southern; a few branded moved at that time at 11c.

Chicago city kipskins offered at

$12\frac{1}{2}$ c, with bids lacking at the moment. Outside cities 12 @ $12\frac{1}{2}$ c, nom.; mixed cities and countries about 11c; straight countries are now quotable at $9\frac{1}{2}$ @10c.

Packer April regular slunks offered at $\$1.25$.

HORSEHIDES—Market continues easy, with good city renderers with full manes and tails quoted $\$3.50$ @ 3.70 , f.o.b. shipping points. Mixed city and country lots $\$3.00$ @ 3.25 untrimmed, delivered Chicago.

SHEEPSKINS—Dry pelts easy at 15 @ 16 c, delivered Chicago for full wools. Offerings of big packer shearlings are rather light; cool weather has delayed shearing in some sections. Some houses sold ahead at $\$1.00$ for No. 1's, 75c for No. 2's and 45 @ $47\frac{1}{2}$ c for No. 3's or clips; asking prices range usually $\$1.05$, 80c and 55c for the three grades, and sales reported made on No. 2's and No. 3's that basis. Pickled skins well cleaned up for the old winter skins, with $\$5.25$ per doz. last paid in some quarters for packer lambs, and sales reported in one direction at $\$5.37\frac{1}{2}$. Packer wool pelts about steady around $\$2.40$ per cwt. live lamb, with buyers' ideas 15 @ 25 c less or in the range of $\$1.90$ @ 2.05 each; an independent packer sold April pelts at $\$2.40$ per cwt. Outside small packer pelts range from $\$1.40$ for string lots up to $\$1.50$ @ 1.65 for choice lots.

New York

PACKER HIDES—No action as yet on April hides and three packers still hold March native steers, which are available at $12\frac{1}{2}$ c; practically no buying interest reported at the moment. March branded steers were cleaned up several weeks back at 13c for butt brands and $12\frac{1}{2}$ c for Colorados, with market quoted nominally $\frac{1}{2}$ c less at present time.

CALFSKINS—Calfskins reported steady. As previously reported, collectors last week sold 4-5's at $\$1.30$, 5-7's at $\$1.50$, and 7-9's at $\$1.95$; about 30,000 collector calf reported late this week at steady prices. Packer calf quoted around $\$1.65$ for 5-7's, $\$2.15$ for 7-9's and $\$2.70$ for 9-12's.

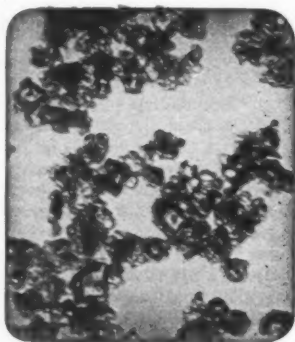
CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended April 25, 1936, were 3,841,000 lbs.; previous week, 4,545,000 lbs.; same week last year, 5,444,000 lbs.; from January 1 to April 25 this year, 72,659,000 lbs.; same period a year ago, 91,927,000 lbs.

Shipments of hides from Chicago for the week ended April 25, 1936, were 3,417,000 lbs.; previous week, 4,234,000 lbs.; same week last year, 6,766,000 lbs.; from January 1 to April 25 this year, hide shipments have been 65,092,000 lbs.; same period a year ago, 120,114,000 lbs.

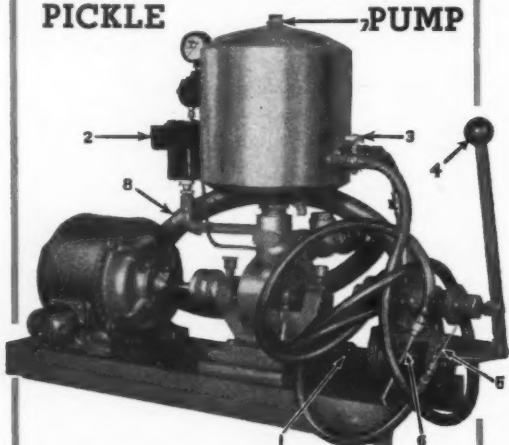
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Style No. 3—Combination

Has one control measuring device and is equipped with needles and hoses for vein pumping also. Replace your old hand pump with "BIG BOY." You cannot afford to do without this pump.

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*"America's Perfect Cure"
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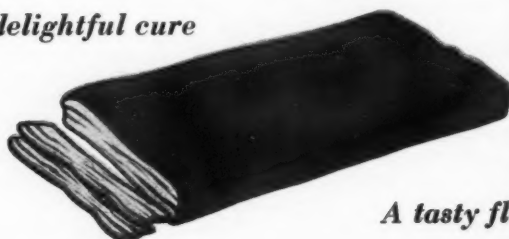
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A delightful cure



A tasty flavor

A Choice Breakfast Bacon

A color that holds. The cure is ready 1½ days to the pound. Increase your Bacon and ham sales by using the "Prague Cures."

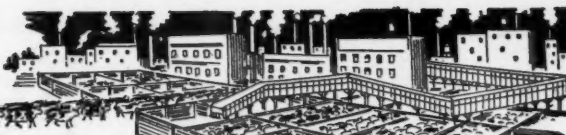
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Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, May 2, 1896.)

In New York market choice native heavy steer beef was quoted at 7¼¢ @ 7½¢ per lb.; good to choice lambs, 9¢ @ 10¢; choice city slaughtered veal, 7½¢ @ 8¢; dressed hogs, 4¼¢ @ 5½¢.

WESTPHALIAN METT SAUSAGE.

The ordinary Westphalian mett sausage (advised THE NATIONAL PROVISIONER 40 years ago) is made from beef and soft fat from hog trimmings and firm bacon, also from sinewy pork. According to proportion of lean in the pork and bacon, use for 100 lbs. mett sausage 30 to 40 lbs. beef. Chop the beef to nearly pea size, add the fat, chopping to about half walnut size, and frequently turning the mass. Season with 2½ lbs. salt, 7 oz. black pepper, 2¼ oz. allspice, 1¼ oz. saltpeter, 3½ oz. sugar. Knead well and fill into medium-sized beef bung guts to round the sausages, then dry or let drain and smoke. This sausage must be cooked before eating.

Jacob Dold, Buffalo, N. Y., founder and president of Jacob Dold Packing Co., with packinghouses in Buffalo, Kansas City and Wichita, returned from visit to Western plants. Associated with their father were Jacob, jr., Albert, George and Charles Dold.

Henry Albers, well-known pork packer of Louisville, Ky., died at age of 71 years.

Joseph Thayer of H. O. Armour & Co., took charge of business of Plankinton Packing Co., Milwaukee, on New York Produce Exchange, succeeding the late John F. Lewis.

John Morrell, Ottumwa, Ia., was a visitor on the New York Produce Exchange.

Incorporators of Interstate Cotton Oil Co., Augusta, Ga., were George L. Baker, W. S. Reamer, J. R. Boyleston, A. J. Hagood and James D. Dawson.

Meat Packing 25 Years Ago

(From The National Provisioner, May 6, 1911.)

Beef market described as "deadly dull."

Stocks of cut meats on hand at five major markets on May 1 were more than 100,000,000 lbs. larger and lard stocks more than double those of year earlier.

Massachusetts passed meat inspection

law designed to supplement federal law and to take care of product that does not enter interstate shipment.

Sansinena Company of Buenos Aires, S. A., has purchased plant of Frigorifica Uruguay, said to be largest meat freezing establishment in Uruguay, for \$1,459,950.

E. L. Roy, one of best-known men in provision trade, resigned from Henry Muhs Company, New York, and went to Chicago to engage in commission business for himself.

Joseph Allerdice, president Indianapolis Abattoir Co., and president American Meat Packers' Association, was a New York visitor.

Agar Provision Co., Chicago, Ill., incorporated with capital of \$50,000.

New plant of John Morrell & Co., Sioux Falls, S. D., put in operation, at cost of approximately \$750,000.

Armour and Company opened branch house at Wharton, Tex.

Mitchem Bros., Spokane, Wash., opened their new packinghouse.

Joseph L. Roth, treasurer, John C. Roth Packing Co., Cincinnati, O., was a New York visitor.

Chicago News of Today

LeRoy R. Steele, assistant director of sales, DuPont Cellophane Co., Inc., was a visitor in Chicago this week.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a visitor in Chicago recently.

Jay H. Cohen, for several years district sales manager for United Packers, Inc., Chicago, has been made central district sales manager for Ready Foods Company, Inc., Chicago, manufacturers of Reno and Hero brands of dog food.

Purchases of livestock at Chicago by principal packers for the first four days

of this week totaled 30,866 cattle, 6,426 calves, 29,360 hogs and 17,709 sheep.

The Midwest Safety Conference will hold a banquet at Stevens hotel on the evening of May 6. Paul G. Hoffman, president, Studebaker Corp., and chairman of the safety traffic committee of the Automobile Manufacturers' Association, will give an address entitled "Making Our Highways Safe for the Motorist." His talk will be broadcast from station WENR at 9:00 p. m., Eastern standard time.

There will be no change in hours for provision trading on the Chicago Board of Trade although Eastern centers have gone on daylight saving time. Hours are 9:30 a. m. to 1:15 p. m., Eastern standard time, and 9:30 a. m. to 12 noon on Saturdays.

Albert F. Goetze, president, Albert F. Goetze, Inc., Baltimore, Md., was a visitor in Chicago this week.

W. W. Schwahn, president, A. F. Schwahn & Sons Co., sausage manufacturers of Eau Claire, Wis., visited in Chicago this week.

Charles Miller, provision broker of New York, was a recent Chicago visitor.

New York News Notes

Thos. E. Wilson, chairman, Wilson & Co., and J. A. Hafner, president, United Chemical & Organic Products Company, both of Chicago, were visitors to New York last week.

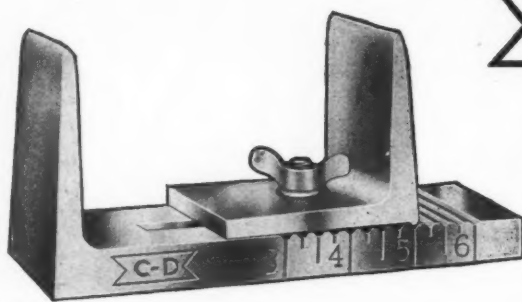
William F. Fried, vice president Fried

KINGAN HITS THE HOME FOLKS.

Center feature of Kingan display at recent Indianapolis Home Show. Kingan products were interestingly displayed, demonstrators served appetizing samples and Stena Marie Holdahl, director of home economics for Kingan, discussed menus and recipes with visitors.



Week ending May 2, 1936



C-D
TRADE MARK

SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from 3- to 6- and from 2- to 8-inch lengths. No breakage of casing—reduces linking time one third—easily adjusted—sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address—

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CHILI POWDER

**gives the flavor
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Red in color, Chili Powder lends eye appeal to your products. With enhanced appearance the initial sales come easier and recollection of its mystic flavor brings the trade back again and again.

Furthermore, the vitamin A content of cured California chili peppers is two to three times that of a good grade of dairy butter (according to the Bureau of Home Economics of the U. S. Dept. of Agriculture).

Chili Products blends, based on scientific knowledge and long experience in supplying manufacturers, give ample assurance of correct flavor.

When a private formula is contemplated, our recommendation is to use the best Chili Pepper obtainable. Any other flavoring spices (added to round out the con carne flavor) should not exceed 10% of the chili pepper weight, thus permitting the real chili flavor to predominate.

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Chili Powders

K Special X5:
Fcy. Mexican:
No. 1 Mexican

Chili Peppers

SS: CS:
Fcy. Mexican:
No. 1 Mexican

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NINTH AND NOBLE STREETS
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**BROKER
PACKINGHOUSE
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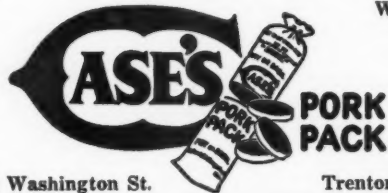
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A PROFITABLE ITEM

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Packers in the East have enjoyed large profits from this item for many years. DISTRIBUTORS WANTED in all states except N. J., N. Y., and Penna.

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& Reineman Packing Co., Pittsburgh, Pa., was in New York last week and visited at the plant of Wilson & Co.

H. C. Stanton and D. A. Moore, soap department, and W. S. Johnston, beef, lamb and veal department, Swift & Company, Chicago, were in New York last week.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended April 25, 1936, were as follows: Meat—Brooklyn, 39 lbs.; Manhattan, 19 lbs.; Bronx, 10 lbs.; Queens, 35 lbs.; Total, 103 lbs. Fish—Manhattan, 10 lbs.; Queens, 2 lbs.; Total, 12 lbs.

A. L. Scott, beef department, Swift & Company, Chicago, was a visitor to New York last week.

Michael J. Cullen, operator of the "King Cullen Markets," passed away April 24 following a very brief illness. Mr. Cullen was born in Newark, New Jersey, and at the beginning of his career served as a clerk in one of the stores of the Great Atlantic & Pacific Tea Company. His advancement was rapid and his ability received much recognition. At the time of his death, he had about fifteen general food markets operating in Nassau and Queens counties.

Countrywide News Notes

Stephen A. Douglas, general meat sales manager, Kroger Grocery and Baking Co., has been made director of sales promotion for all the activities of the company. Before joining Kroger he was a sales manager for Swift & Co. His talk on meat merchandising before a recent packers' convention



S. A. DOUGLAS.



W. MASON SMITH.

is remembered as one of the most constructive contributions to the subject to which the meat industry has listened. W. Mason Smith, formerly assistant secretary of the National Association of Cost Accountants, and later with James O. McKinsey & Co., management engineers, has been made assistant general manager of operations of the Kroger company.

Walter Ray, sales manager for Burns & Co., Ltd., at Vancouver, B. C., passed away recently as a result of a severe automobile accident. Mr. Ray had been

associated with Burns & Co. all his life and was known to many throughout the industry as a true friend.

Fred Schroeder, formerly of the Jersey City, N. J., plant of Armour and Company, has been made superintendent of the Kaufman & Co. plant of Armour at Baltimore, Md.

Sterling & O'Connor is a new wholesale meat firm at Scranton, Pa.

Dr. Ralph Phillips, formerly of the Massachusetts State College at Amherst, will conduct research in animal genetics for the U. S. Bureau of Animal Industry.

J. E. Major has been made manager of the Swift & Company cottonseed oil mill at Montgomery, Ala. E. R. Morissette succeeds Mr. Major as manager of the company's mill at Selma, Ala.

H. L. Johnson, dressed beef department, Armour and Company, Chicago, and M. J. Felling, head of the dressed beef department at Armour's Denver plant, were visitors in St. Joseph, Mo., last week.

Packer President Dies

Benjamin Lewis, president of the Lewis Packing Co., Boston, Mass., and Omaha, Nebr., died at his home in Boston on April 25, after an illness of some weeks. He was 50 years of age and had been associated with the dressed meat business since boyhood. Only recently the company opened a slaughtering plant in Omaha from which dressed carcasses are shipped to Boston. Irving L. Sokol, secretary and treasurer of the company, has been in charge of the Eastern end of the business. Mr. Lewis is survived by his widow, one son and two daughters. Funeral services were held April 26, with interment in Boston.

Packers Are Modernizing

Rapid City Packing Co., Rapid City, So. Dak., plans to expand and remodel its plant to conform with federal inspection requirements. The firm hopes to start work on improvements within 50 days.

Armour and Company has applied for a permit to erect a one-story sausage factory in Washington, D. C., to cost \$50,000. F. A. Linberg & Co., Chicago, are designers.

Fred W. Baldau Co. has begun 5-story sausage factory addition on South Market st., Boston, Mass.

Joseph Donaldson, Ltd., plans to construct a new packing and processing plant at Brandon, Manitoba, Can., to cost about \$75,000.

Boosting Canned Meats

Increased sales of canned meats by processors and retailers may result from stimulation of consumer interest

by a nation-wide canned food recipe menu contest now being conducted by American Can Co. The contest is to establish the fact that appetizing and nutritious dinners can be prepared with minimum effort by the business girl, cook, or the experienced housewife, without having to spend all day over the cook stove.

Contestants are required to submit menu for a four-course dinner which includes six recipes, at least five calling for use of canned foods. All entries will be judged on the four points of nutrition, flavor, appearance and originality. A finalist will be selected from each of six geographic sections of the country, and these will compete for a grand prize of \$500 and minor prizes ranging from \$250 to \$100. The food store where the entrant bought her canned foods for the contest will win a duplicate cash prize.

A total of 5,000,000 contest blanks are already on the way into almost as many homes. Of this total more than 2,000,000 are being distributed to customers of 30,000 food stores from coast to coast. The remaining 3,000,000 blanks are being given personally to housewives through women's clubs and other organizations. The contest closes on May 16.

Because of the demand for many items on grocer's shelves resulting from activities of tens of thousands of recipe-builders, many of the larger chains and wholesalers are reported to be advising their stores to tie in with the contest by offering special canned food sales.



MENU CONTEST SPONSORS.

Mrs. Oliver Harriman, chairman, Women's National Exposition of Arts and Industries, and Madame Queená Mario, Metropolitan Opera star, who are on the committee sponsoring the menu recipe contest of American Can Co.

LOAVES AND SPECIALTIES



FOR EVERY CLASS OF TRADE

We show you how to make them!

If competition on your regular line is keeping you from getting full profits, *now is the time to do something about it.* Make tasty, attractive loaves and specialties!

We'll start you off with up-to-the-minute advice and directions for making profitable loaves and specialties—a line that will enable you to get business at a profit from any class of trade.

We can assist you with formulas, sales help

and merchandising suggestions.

Get set now for the busy season that is just ahead on meat loaves and specialties. Come to STANGE for help—there's no obligation!

• • •

These original STANGE specialties will help you build profits: Chicken Style Loaf,

Sweet Pickle Loaf, Savory Loaf, Delicious Loaf, Tongue Salad, Tongue Loaf, Mortadella Loaf, Bacon and Liver Loaf, Sandwich Specialty, Liver Loaf, Macaroni and Cheese, Corned Beef Loaf, and Health Loaf.

•

Ask for
free formulas!

Convert cooked loaves into Baked Style Loaves with our Saute Meat Loaf Dipping Tank for the French Frying of loaves. This equipment is offered to users of Stange Seasonings solely as an aid to better profits. It makes better product—saves 12% to 20% shrink—and helps you get better results from Dry Essence of Natural Spices.

Wm. J. Stange COMPANY

2536-40 WEST MONROE STREET, CHICAGO

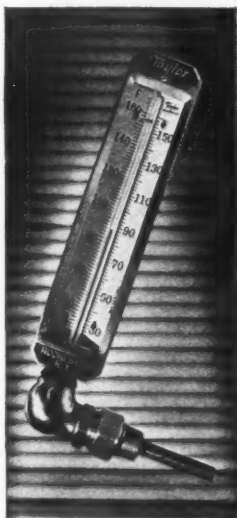
Western Branch, 923 East 3rd Street, Los Angeles

DRY ESSENCE OF NATURAL SPICES—Individual or Blended • PEACOCK BRAND, CERTIFIED CASING COLORS
PREMIER CURING SALT • BAYSTEEN • SALT CLOSE • MEAT BRANDING INKS—Violet and Brown

EASY READING THERMOMETER

Industrial thermometers always have been notoriously difficult to read under many lighting conditions, a fact that no doubt has been responsible for many errors. This difficulty has been corrected in all Taylor industrial thermometers for the canning and packing industries, it is said, through use of a new type of thermometer tubing. Advantages of this tubing, known as Binoc, are described as follows:

1.—More than twice the accustomed angle of vision, combined with high magnification of mercury column.



EASY READING.

New tube design makes reading easier and reduces chance of errors.

2.—Triple-lens construction; gathers three times as much light and concentrates it behind mercury column, making it stand out in sharp relief.

3.—Confusing empty bore reflections eliminated by scientifically determined lens angles and extended opaque background.

These industrial thermometers are made easier to read by bold black numerals and graduations on a cream-tinted, non-tarnishing scale. These new thermometers are being featured by the Taylor Instrument Co., Rochester, N. Y.

EXPAND SALES FACILITIES

American Engineering Co. announces removal of their New York sales offices to larger quarters in the Evening Post building, 75 West st., from 40 West 40th

st. Appointment of John F. Cooke, a graduate of the United States Naval Academy class of 1924, in charge of sales of the hoist, pump and marine division, is also announced.

SIMPLIFIED LUBRICATION

Lubrication of industrial equipment has become a complicated practice, necessitating examination of scores of special oils to determine the one that will function most efficiently under particular applications.

In the meat packing plant, for example, equipment operating in high and low temperatures, motors, pumps, engines, turbines, air compressors, conveyors and overhead chains, hoists, elevators, etc., must have special consideration. This means keeping in stock many kinds and grades of oils and greases and often maintaining a considerable lubricant inventory.

Packers should welcome, therefore, a recent announcement of the Standard Oil Co. that development of six oils of outstanding quality will lead lubrication practice back toward simplicity, and reverse the tendency toward the use of lubricants of limited applicability. These six oils, it is stated, can do the work of more than 24 types of industrial oils, and replace many others which have complicated selection and use. Each grade is made to combine more desirable qualities than do any of the individual oils it can replace.

Features of these oils—which have been given the general name "Stanoil" and numbers to designate grade—are said to be unusually high stability, excellent demulsibility, low carbon-forming tendency, excellent color, good viscosity index and low pour test. Because each grade is a combination of fine qualities, "Stanoil" may be used to replace several other oils, and do the work of each of them better and more economically.

CRANE GETS AN EXPERT

Crane Co. announces appointment of George L. Erwin, jr. as assistant to P. R. Mork, vice-president in charge of sales. Mr. Erwin, an engineering graduate of Cornell University, comes to Crane Co. with benefit of wide experience in sales and advertising. To take up his new duties he has resigned his position as general sales manager of Kearney & Trecker Corp., Milwaukee, manufacturers of machine tools. He will develop sales and market research activities.

New Trade Literature

Turbine-Generator Sets (NL206)—D. C. turbine-generator sets of from 10 to 400 k.w. are described and their advantages enumerated in this new four-page illustrated folder.—General Electric Co.

Material Handling Equipment (NL207)—A new illustrated colored folder on equipment for handling practically any product, merchandise or materials. Another illustrated circular is devoted to factory and warehouse floor trucks and lift trucks equipped with rubber tired wheels.—Lewis-Shepard Co.

Electrical Conduit (NL173)—Illustrates and describes electrical metallic tubing and rigid conduit for use in locations where there is danger from fire and/or corrosion. Sizes and weights are given, advantages discussed. Fittings and tools for use with this copper alloy are illustrated.—The American Brass Co.

Combustion Recorders (NL201)—A 16-page catalog describing CO₂ recorders, draft gauges and flue gas thermometers of recording type, combustion indicators, etc. Of particular interest to packers seeking better boiler efficiency is a section devoted to discussion of how fuel losses vary with CO₂ in flue gas and explanations of how to get best combustion in boiler furnaces.—The Hayes Corp.

Cleaning in the Packing Industry (NL203)—Description of up-to-date methods of cleaning floors, tables, equipment, etc., using sodium metasilicate. In addition to doing a thorough job of removing grease and dirt this alkali has little or no effect on aluminum, tin and other metals used in the construction of meat plant equipment and utensils, it is claimed.—Philadelphia Quartz Company.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.

Name

Street

City



For the Retail Meat Dealer



STORE LOCATION IMPORTANT FOR *Large MEAT Volume*

WHY does the Jones Market consistently sell 15 per cent more meat than Smith's, although both retailers are good merchandisers with modern stores of approximately the same size?

Perhaps Jones sells more meat—and consequently buys more—because he has a better location. For retail meat stores, like products in them, do not attract customers unless located where the housewife can reach them easily to fill her daily meat needs.

So important is this matter of location that many food chains make a practice of analyzing possible store locations very thoroughly before they lease property. A study by the Policyholders Service Bureau of the Metropolitan Life Insurance Co. tells some of the points that food chains look for in assaying a prospective store site. Most of them could be used to advantage by the independent meat dealer who is looking for a profitable place to carry on his business, or trying to find out why his volume is not larger.

Study Trading Area

First, the chain estimates the size of the neighborhood from which it can expect to draw business, the number of people in the neighborhood and whether the majority are American or of some

other nationality. As far as possible the chain also attempts to find out the usual size of income in the trading area. A survey is made if necessary.

It is important also for the meat dealer to know whether the neighborhood is predominantly boarding house, apartment house or residential. In boarding house areas there may be a large number of wage-earners eating less-demanded cuts of meat. Families in apartment house districts usually purchase small quantities of easily prepared cuts, sausage, specialties, etc. There is a general demand for most meats in residential districts.

Center or Corner Location?

Competing stores in the area are next studied and possible distribution of business among these units determined. Customers of competing stores are often counted. Traffic counts are made if this will help in determining the desirability of a location. Generally, a food chain prefers to locate near competing grocery and meat stores. Independent dealers have found this good policy also and often prefer to lease a store close to several chain units.

After determining a general location for its store, the chain decides whether a corner or "inside the block" site is most desirable. In areas where there

is much customer curb parking a location in the center is more advantageous. Parking restrictions may have a serious effect on the business of the retailer. The best location is not always where traffic is heaviest as high speed automobiles may discourage shopping.

Generally, the side of the street which is best protected by shade and location from inclement weather is the most desirable. If the store is on the route to some important neighborhood point it will probably have a large number of passers-by to draw from.

The dealer can obtain most of these facts about a prospective location by observation and contact with real estate agents, other retailers and municipal records. He should acquire a store in a new location only after he has weighed all of its advantages and disadvantages. A good site need not have every advantage but should have most of them.

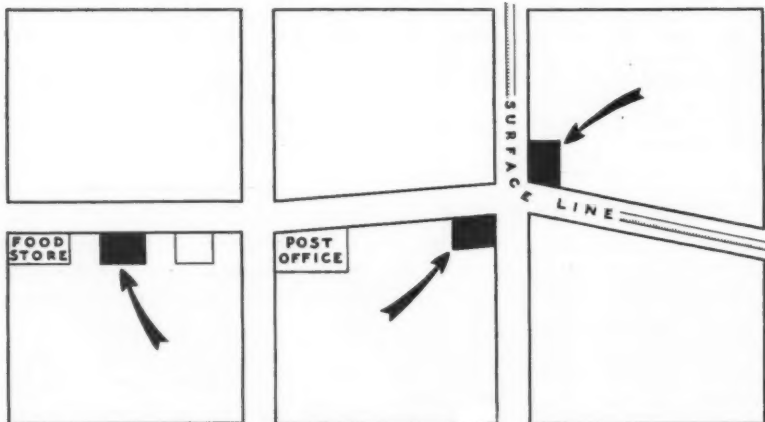
Even after a new unit has been established a chain will often check up on the value of the location by counting the number of people entering its store compared with the number of customers buying and the number who pass the store on the sidewalk in front.

MEXICAN STEAK

Meat dealers who help their customers usually have plenty of customers to help. Some are always ready to suggest a new recipe or new meat cut. Others print recipes and cooking information on advertising handbills. Such suggestions are welcomed by the housewife.

For example, the housewife looking for something new may wish to try Mexican round steak. It requires a thick, 1½ lb. piece of steak, ½ cup of bacon drippings, 1 cup water, covering of tomatoes, 2 medium onions, 1 green pepper and ¼ lb. of grated cheese. Score the steak with a sharp knife, working in as much flour as possible. Put it into a hot skillet with half cup of drippings, turning until well seared.

Pour over it the cup of water and a covering of tomatoes. Add the minced onions and minced pepper. Cook for about an hour. Season with salt and pepper and cover with a liberal grating of cheese. Slightly brown the steak. This method conserves all the meat juices and provides a delicious gravy.



WHICH LOCATION IS BEST?

Is it better to locate the meat market on the corner or inside the block? On which side of the street should it be? How is it located in relation to auto traffic?

Watch the Classified Advertisements page for bargains in equipment.

Food Merchandising

How Consumer Good Will and Demand Are Being Built Up for Meat and Its Competitors

Bananas.—Magazine inserts to be lifted out and used by the dealer as the central part of a banana counter display are being published in *Progressive Grocer* by Fruit Dispatch Co. Insert cards will also be distributed by salesmen for non-banana items featured in the displays. Before the idea was adopted the company checked with more than 2,000 retailers to find if they would use such a display.

Cheese.—A housewife finding a half-pound package of cheese right under her hand is likely to pick it up and buy, the Borden Company believes. During a recent Lenten sales drive it furnished food dealers with a counter basket display to hold an inviting assortment of half-pound packages.

Barbecue Sauce.—A baby bottle of Miller & Hart's Ole Dixie Sauce has been fastened to the regular 8-ounce size. Purchaser tries the small bottle first. If she likes it she has received a liberal quantity of sauce free. If not satisfied, she may return the larger bottle unopened for a full refund.

Canned Milk.—Carnation Co. has printed "sleeves" which it distributes with shipping cartons. These are slipped over the empty carton, which serves as a base for mass display of milk cans.

Confection.—Soyettes, a new specialty of Soy Bean Products Co., are made by cooking beans and roasting them to a nut-like crispness and flavor. They are being sold in glass jars.

Seasoning.—Mushrooms are now being powdered for seasoning soup, gravy and other foods. Mushroom powder comes in one-ounce tins with friction closures. Twelve-tin carton is designed to serve as a display unit in retail stores.

HOLDING REGULAR PATRONS

A regular customer doesn't stop buying at a retail meat store all at once. By keeping a careful eye on accounts and noting whether housewives come in regularly, the retailer can usually tell when a valued customer begins to drift away. A tactful telephone or personal call, during which the retailer can ask if service or merchandise have been satisfactory, will usually prevent the eventual loss of an account.

NEWS OF THE RETAILERS

H. A. Holmes has taken over business of Junction Meat Market, 4711 California st.; Boyd Miller has taken over meat department of Warner's Gro-

cery, 2356 35th ave., S. W., Seattle, Wash.

Tittle Bros., Mason City, Ia., meat dealer sold out to S. E. Johnson.

Tiedgen and Mallory, meat dealer, sold out to Archie Brown, Battle Creek, Neb.

Richard Borchert will open meat market at 3072 N. 27th st., Milwaukee, Wis.

C. E. Frank & Son will open meat business at 1507 N. Farwell ave., Milwaukee, Wis.

Ben F. Wortman has taken over meat department in Red Ball Store, Creston, Iowa.

T. C. Teigen, meat dealer, West Union, Ia., sold out to L. A. Fuller.

Independent Packing House Market has been opened at 3114 Washington ave. west, Racine, Wis.

RETAIL MEAT PRICES ADVANCE

Retail meat prices throughout the United States advanced five-tenths of 1 per cent during the two weeks ended April 8, while retail prices of all foods declined fractionally, according to the U. S. Bureau of Labor Statistics. Increases were mostly in fresh meat items although bacon also rose a little. Retail price of lard shared in a general decline in price in the fats and oils group of foods.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on April 30, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice.....	\$13.00@14.50		\$13.50@14.50	
Good.....	12.00@13.00		12.00@13.50	
Medium.....	11.00@12.00		11.50@12.00	
Common (plain).....	10.50@11.00			
STEERS, 500-600 lbs.:				
Prime.....			13.50@14.50	13.50@14.00
Choice.....	13.00@14.50		12.50@13.50	13.00@13.50
Good.....	12.00@13.00		11.50@12.50	12.00@13.00
Medium.....	11.00@12.00			
Common (plain).....	10.50@11.00			
STEERS, 600-700 lbs.:				
Prime.....			13.50@15.00	13.50@14.00
Choice.....	13.50@14.50		12.50@13.50	13.00@13.50
Good.....	12.00@13.50	12.00@13.00	11.50@12.50	12.00@13.00
Medium.....	11.00@12.00			
STEERS, 700 lbs. up:				
Prime.....			14.00@15.00	13.50@14.00
Choice.....	13.50@14.50	14.00@15.00	13.00@14.00	13.00@13.50
Good.....	12.50@13.50			
COWS:				
Choice.....			11.00@12.00	11.00@12.00
Good.....	11.00@12.00	11.50@12.00	10.50@11.00	10.50@11.00
Medium.....	10.50@11.00	11.00@11.50	10.00@10.50	10.00@10.50
Common (plain).....	10.00@10.50	10.50@11.00		
Fresh Veal:				
VEAL:				
Choice.....	13.00@14.00	15.00@16.00	15.50@16.50	15.00@16.00
Good.....	12.00@13.00	13.50@15.00	13.50@15.50	14.00@15.00
Medium.....	10.50@12.00	12.00@13.50	12.50@13.50	12.00@14.00
Common (plain).....	9.50@10.50	10.50@12.00	11.50@12.50	11.00@12.00
Fresh Lamb and Mutton:				
LAMB, 35 lbs. down:				
Choice.....	21.50@22.00	22.00@23.00	23.00@23.50	23.00@24.00
Good.....	21.00@21.50	21.50@22.50	22.00@23.00	22.00@23.00
Medium.....	20.00@21.00	20.50@21.50	21.00@22.00	21.00@22.00
Common (plain).....	19.00@20.00	19.50@20.50	19.50@21.00	
LAMB, 39-45 lbs.:				
Choice.....	21.00@21.50	21.50@22.00	22.00@23.00	22.50@23.50
Good.....	20.50@21.00	21.00@21.50	21.00@22.00	22.00@23.00
Medium.....	19.50@20.50	20.00@21.00	20.00@21.00	21.00@22.00
Common (plain).....				
LAMB, 46-55 lbs.:				
Choice.....	20.00@21.00	20.50@21.50	21.00@22.00	20.50@21.50
Good.....	19.00@20.00	19.50@20.50	20.00@21.00	20.00@20.50
MUTTON (ewe), 70 lbs. down:				
Good.....	13.00@14.00	15.00@16.00	15.00@16.00	
Medium.....	12.00@13.00	14.00@15.00	14.00@15.00	
Common (plain).....	11.00@12.00	12.50@14.00	13.00@14.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	19.50@21.50	22.00@22.50	22.00@23.00	20.00@22.00
10-12 lbs. av.....	19.00@21.00	21.50@22.50	21.00@22.50	20.00@22.00
12-15 lbs. av.....	18.50@20.00	20.50@21.50	20.00@21.00	19.00@20.00
16-22 lbs. av.....	17.50@18.50	19.00@20.00	19.00@20.00	18.50@19.00
SHOULDERS, N. Y. style, skinned:				
8-12 lbs. av.....	15.50@16.50		16.50@17.50	17.00@18.00
PICNICS:				
6-8 lbs. av.....		16.50@17.00		
BUTTS, Boston style:				
4-8 lbs. av.....	18.00@19.50		19.50@20.50	20.00@21.00
SPARE RIBS:				
Half sheets.....	12.50@13.50			
TRIMMINGS:				
Regular.....	11.00@11.50			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.

MEAT LOAF *Sales*

(Continued from page 17.)

drated vegetables which are ready for use with the exception of a few hours soaking.

Appearance Is Important

The meat loaf line offers the packers' processing and merchandising departments an opportunity to cooperate in producing attractive, tasty products which have lots of sales appeal. Any packer or sausage manufacturer can try new ingredients, flavors, glazes or decorations on old products. By experimentation he may also develop meat loaves with distinctive qualities which always identify them as his products.

Appearance is a big factor in selling meat loaves. They should be designed to win the approval of the impulse buyer. The dealer will always place an attractive-looking loaf in the front of his case where customers will see and

buy it, while ordinary products are tucked away in a corner.

There are numerous possibilities for dressing up meat loaves. Many types are sold in transparent cellulose casings. These products can be molded to fit a slice of bread or into other attractive forms. The packer may wish to finish some of his loaves with a sugar or colored glaze. Others can be decorated with fruit. Transparent cellulose, parchment and other wrappings are a great aid in moving the meat loaf from the meat dealer's store to the consumer's table.

AIDS IN SELLING SAUSAGE

In the spring many sausage makers undoubtedly are planning sausage campaigns. New merchandising ideas are being applied to acquaint consumers with the many varieties of meat dishes which can be prepared with sausage for spring and summer menus. Two advertising pieces offered as an aid to com-

panies planning spring and summer campaigns are immediately available from the sausage division of the Institute of American Meat Packers.

One of these merchandising aids is a four-page recipe leaflet for frankfurters entitled, "New Tricks With an Old Favorite." The cover features frankfurters and beans—frequently served in many homes. The products appear in their natural colors. This leaflet is available at \$7.50 per thousand copies, f.o.b. Chicago. Space is provided on the back for imprinting the sausage manufacturer's advertising message, trade mark and name.

The second advertising piece is a 32-page recipe book, "Sausage and Ready-to-Serve Meats for Every Occasion." It contains 93 recipes for serving sausage and ready-to-serve meats. It is printed in two colors and presents pictures of a number of sausage dishes as they often are served in the home.

This recipe book is available at \$36.90 per thousand copies, f.o.b. Buffalo, New York.



Harry Manaster & Bro.

INCORPORATED

WHOLESALE MEATS

1018-32 West 37th Street

Chicago, U. S. A.

Choicest
Sausage Material
and
Selected
Beef Cuts

Paradise Brand HAMS • BACON • LARD

THE THEURER-NORTON PROVISION COMPANY

• • • • • *Packers* • CLEVELAND, OHIO



Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lams and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

TO SELL YOUR PRODUCTS

in Great Britain

communicate with

STOKES & DALTON, LTD.

Leeds, 9

ENGLAND



STAHL-MEYER, INC.

NEW YORK, N. Y.

READY-TO-EAT MEATS • FERRIS HICKORY SMOKED HAM AND BACON



BLISS BOXES

are the strongest and most economical Fibre Containers

Millions of BLISS Boxes

are used by packers for shipping Fresh and Smoked Meats, Pork Loins, Dressed Poultry, Lard, Butterine, Soap Powder and other products.

BECAUSE—

They use 11 to 20% less material.

Their unique construction often permits use of lighter weights of board, which creates an additional saving in cost of material. Freight costs are lower on account of lighter weight.

Their reinforced corners make them the strongest fibre containers.

They are easy and quick to assemble on BLISS equipment.

Let us tell you more fully the advantages of packing and shipping your products in BLISS Boxes.

DEXTER FOLDER COMPANY

Bliss, Latham, and Boston Wire Stitching Machinery for All Types of Fibre Containers

28 WEST 23rd STREET, NEW YORK, N. Y.

CHICAGO
117 W. Harrison St.

PHILADELPHIA
5th and Chestnut Sts.

BOSTON
185 Summer St.

CLEVELAND
1931 E. 61st St.

ST. LOUIS
2082 Ry. Ex. Bldg.

SAN FRANCISCO
LOS ANGELES-SEATTLE
Harry W. Brintnall Co.

JAMISON
BUILT DOORS

Why is all JAMISON hardware ZINC-coated?

Careful research shows that in industrial atmospheres such as exist around cold-storage plants, sulphurous gases are present; and in the presence of such gases, cadmium plating is inferior to hot-zinc galvanized coatings as a protection against corrosion.*

That's the reason.

Which is just a typical example of the Jamison policy of putting nothing but proved materials into their cold-storage doors.

Send now for data on JAMISON-BUILT Doors for your plant.

*Confirmed by U. S. Department of Commerce Bureau of Standards at Washington, D. C.

At right, the Jamison Standard Door. Like all new JAMISON-BUILT Doors, it's equipped with the new Jamison resilient, pure-rubber gasket.

JAMISON
Cold Storage Door Co.

Jamison, Stevenson, & Victor Doors

Hagerstown, Md.

U. S. A.

Branches in principal cities



Atomized BRINE SPRAYS

● The special spray jet used in Baker ColdStream Cooling Units atomizes brine for greater heat transfer and higher efficiency in controlling air motion, temperatures and relative humidity. Reduce shrinkage losses, increase profits with this new development in packing plant refrigeration. Full information sent promptly on request.

Baker Ice Machine Co., Inc.
1518 Evans St., Omaha, Nebr.

Sales and Service in Principal Cities

BAKER ColdStream

AIR CONDITIONING UNITS

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.		Week ended	Cor. week.
		April 29, 1936.	1935.
Prime native steers—			
400-600	17 @18	21 @21½	
600-800	16½ @17	21 @21½	
800-1000	16½ @17	21½ @22	
Good native steers—			
400-600	14½ @15½	19 @20	
600-800	14 @15	19 @20	
800-1000	14½ @15	20 @20½	
Medium steers—			
400-600	12 @13	15½ @16½	
600-800	12½ @13½	17 @18	
800-1000	13 @14	18 @19	
Heifers, good, 400-600	13 @13½	17½ @18½	
Cows, 400-600	10 @12	11½ @14½	
Hind quarters, choice	24 @24	25½ @25½	
Fore quarters, choice	13 @13	17½ @17½	

Beef Cuts.

	unquoted	unquoted
Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	@33	@41
Steer loins, No. 2	@26	@38
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	@47	@59
Steer short loins, No. 2	@33	@50
Steer loin ends (hips)	@20	@27
Steer loin ends, No. 2	@19	@26
Cow loins	@19	@26
Cow short loins	@12	@19
Cow loin ends (hips)	@16	@22
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	@22	@28
Steer ribs, No. 2	@17	@27
Cow ribs, No. 2	@14	@19
Cow ribs, No. 3	@12	@14
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	@15	@19
Steer rounds, No. 2	@14½	@18½
Steer chucks, prime	unquoted	unquoted
Steer chucks, No. 1	@11½	@15½
Steer chucks, No. 2	@11	@15
Cow rounds	@13	@16
Cow chucks	@11	@14
Steer plates	@9½	@14½
Medium plates	@9	@14
Briskets, No. 1	@8	@13
Steer navel ends	@7½	@10½
Cow navel ends	@7	@10
Fore shanks	@8	@10
Hind shanks	@4	@7
Strip loins, No. 1, bbls.	@45	@55
Strip loins, No. 2	@35	@45
Sirloin butts, No. 1	@24	@33
Sirloin butts, No. 2	@20	@26
Beef tenderloins, No. 1	@65	@75
Beef tenderloins, No. 2	@60	@65
Rump butts	@18½	@22½
Flank steaks	@18	@22½
Shoulder clods	@14	@15½
Hanging tenderloins	@12	@12
Insides, green, 6@8 lbs.	@15½	@15½
Outsides, green, 5@6 lbs.	@14	@14½
Knuckles, 5@6 lbs.	@14	@15½

Beef Products.

Brains (per lb.)	@7	@6
Hearts	@9	@10
Tongues	@18	@18
Sweetbreads	@15	@28
Ox-tail, per lb.	@8	@8
Fresh tripe, plain	@9	@7
Fresh tripe, H. C.	@11½	@10
Livers	@18	@20
Kidneys, per lb.	@10	@10½

Veal.

Choice carcass	@14	@15
Good carcass	@12	@13
Good saddles	@14	@17
Good racks	@12	@13
Medium racks	@9	@10

Veal Products.

Brains, each	@9	@11
Sweetbreads	@35	@45
Calf livers	@35	@35

Lamb.

Choice lambs	@22	@16
Medium lambs	@21	@14
Choice saddles	@25	@18
Medium saddles	@23	@16
Choice fores	@18	@12
Medium fores	@17	@10
Lamb fries, per lb.	@32	@32
Lamb tongues, per lb.	@13	@13
Lamb kidneys, per lb.	@20	@20

Mutton.

Heavy sheep	@9	@8
Light sheep	@14	@10
Heavy saddles	@13	@11
Light saddles	@18	@13
Heavy fores	@7	@5
Light fores	@7	@7
Mutton legs	@17	@13
Mutton loins	@12	@10
Mutton stew	@7	@7
Sheep tongues, per lb.	@12½	@12½
Sheep heads, each	@10	@14

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@23	@21½
Picnics	@15	@15½
Skinned shoulders	@16½	@17
Tenderloins	@32	@36
Spare ribs	@12½	@12½
Back fat	@11	@15
Boston butts	@20	@21
Boneless butts, cellar trim,		
2@4	@24	@23
Hocks	@11	@12
Tails	@10	@11
Neck bones	@5	@8
Slip bones	@13	@11
Blade bones	@12½	@13
Pigs' feet	@5	@5
Kidneys, per lb.	@10	@10
Livers	@9	@9
Brains	@12	@10
Ears	@6½	@5
Snouts	@8	@8
Heads	@9	@8
Chitterlings	@5½	@5

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@25½	@25½
Country style sausage, fresh in link	@21½	@21½
Country style sausage, fresh in bulk	@18½	@18½
Country style sausage, smoked	@23½	@23½
Frankfurters, in sheep casings	@24½	@24½
Frankfurters, in hog casings	@22½	@22½
Bologna in beef buns, choice	@17½	@17½
Bologna in beef middles, choice	@18½	@18½
Liver sausage in beef rounds	@16½	@16½
Liver sausage in hog buns	@18½	@18½
Smoked liver sausage in hog buns	@19½	@19½
Head cheese	@17½	@17½
New England luncheon specialty	@20½	@20½
Minced luncheon specialty, choice	@20½	@20½
Tongue sausage	@29	@29
Blood sausage	@18	@18
Souse	@18	@18
Polish sausage	@23½	@23½

DRY SAUSAGE

Cervelat, choice, in hog buns	@39	@39
Thuringer cervelat	@20	@20
Farmer	@28	@28
Holsteiner	@25	@25
B. C. salami, choice	@35	@35
Milano salami, choice, in hog buns	@41	@41
B. C. salami, new condition	@21	@21
Prisces, choice, in hog middles	@37	@37
Genoa style salami, choice	@44	@44
Pepperoni	@34	@34
Mortadella, new condition	@22	@22
Capicola	@50	@50
Italian style hams	@38	@38
Virginia hams	@40½	@40½

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	10½ @11	@11
Special lean pork trimmings	@18½	@18½
Extra lean pork trimmings	@20	@20
Pork cheek meat	11 @11½	@11½
Pork hearts	@8	@8
Pork livers	@9	@9
Native boneless bull meat (heavy)	@12½	@12½
Shank meat	@11	@11
Boneless chucks	@11½	@11½
Beef trimmings	10½ @11	@11
Beef checks (trimmed)	@9	@9
Dressed canners, 350 lbs. and up	@9	@9
Dressed cutter cows, 400 lbs. and up	@9½	@9½
Dr. bologna bulls, 600 lbs. and up	@9½	@9½
Pork tongues, canner trim, S. P.	@12	@12

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$6.50	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$8.75	

BARRELED PORK AND BEEF

Mess pork, regular	@29.00	@29.00
Family back pork, 24 to 34 pieces	@30.00	@30.00
Family back pork, 35 to 45 pieces	@29.00	@29.00
Clear back pork, 40 to 50 pieces	@25.50	@25.50
Clear plate pork, 25 to 35 pieces	@20.50	@20.50
Bean pork	@24.50	@24.50
Brisket pork	@29.00	@29.00
Plate beef	@19.50	@19.50
Extra plate beef, 200-lb. bbls.	@20.00	@20.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$19.50	\$19.50
Lamb tongue, short cut, 200-lb. bbl.	\$15.50	\$15.50
Regular tripe, 200-lb. bbl.	19.00	19.00
Honeycomb tripe, 200-lb. bbl.	22.00	22.00
Pocket honeycomb tripe, 200-lb. bbl.	25.00	25.00

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@14	@14
Clear bellies, 18@20 lbs.	@15	@15
Rib bellies, 25@30 lbs.	@14½	@14½
Fat backs, 10@12 lbs.	@14	@14
Fat backs, 14@16 lbs.	@16	@16
Regular plates	@10	@10
Jowl butts	@10½	@10½

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment	23½ @24	@24
Fancy skd. hams, 14@16 lbs., parchment	25 @26	@26
Standard reg. hams, 14@16 lbs., plain	23 @24	@24
Picnics, 4@8 lbs., short shank, plain	18½ @19	@19
Picnics, 4@8 lbs., long shank, plain	17½ @18	@18
Fancy bacon, 6@8 lbs., parchment paper	23 @24	@24
Standard bacon, 6@8 lbs., plain	26½ @27	@27
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	29 @29	@29
Outsides, 5@9 lbs.	20½ @21	@21
Knuckles, 5@9 lbs.	27 @27	@27
Cooked hams, choice, skin on, fattened	@28	@28
Cooked hams, choice, skinless, fattened	@28	@28
Cooked picnics, skin on, fattened	@28	@28
Cooked picnics, skinned, fattened	@28	@28
Cooked loin roll, smoked	@46½	@46½

LARD

Prime steam, cash, Bd. Trade	@10.70x	@10.70x
Prime steam, loose, Bd. Trade	@10.07x	@10.07x
Refined lard, tierces, f.o.b. Chgo.	@11½	@11½
Kettle rend., tierces, f.o.b. Chgo.	@12½	@12½
Leaf, kettle rendered, tierces	@12½	@12½
f.o.b. Chicago	@12½	@12½
Neutral, in tierces, f.o.b. Chicago	@12½	@12½
Compound, veg., tierces, c.a.f.	@11½	@11½

OLEO OIL AND STEARINE

Extra oleo oil	9½ @10	@10
Prime No. 2 oleo oil	8½ @9	@9
Prime oleo stearine, edible	7½ @7½	@7½

TALLOW AND GREASES

Edible tallow	6½ @7	@7
Prime packers' tallow	5 @5½	@5½
No. 1 tallow, 10% f.f.a.	4½ @4½	@4½
Special tallow	4½ @4½	@4½
Choice white grease	5½ @6	@6
A-White grease, maximum 5% acid	4½ @5	@5
B-White grease, maximum 5% acid	4½ @4½	@4½
Yellow grease, 10@15%	4 @4½	@4½
Brown grease, 40% f.f.a.	3½ @4	@4

ANIMAL OILS

Prime edible	@13½	@13½
Prime inedible	@12½	@12½
Headlight burning oil	@12½	@12½
Prime W. S.	@12	@12
Extra W. S.	@11½	@11½
Extra lard oil	@11½	@11½
Extra No. 1	@10	@10
No. 1 lard oil	@9½	@9½
No. 2 lard oil	@9	@9
Acidless tallow	@9½	@9½
20° neatfoot	@12	@12
Pure neatfoot (drums)	@11½	@11½
Special neatfoot	@11½	@11½
Extra neatfoot	@10½	@10½
No. 1 neatfoot	@9½	@9½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	7½ @8	@8
White deodorized, in bbls., f.o.b. Chgo.	10 @10½	@10½
Yellow, deodorized	10 @10½	@10½
Soap stock, 50% f.f.a., f.o.b. mills	14 @14	@14
Soya bean oil, f.o.b. mills	6½ @6½	@6½
Corn oil, in tanks, f.o.b. mills	8½ @8½	@8½
Cocconut oil, seller's tanks, f.o.b. coast	3½ @3½	@3½
Refined in bbls., f.o.b. Chicago	11 @11½	@11½

OLEOMARGARINE

White domestic vegetable margarine	@15	@15
White animal fat, margarine, in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@15	@15
Nut, 1-lb. cartons	@13	@13
Puff paste	@15	@15

PURE VINEGARS

A. P. CALLAHAN & COMPANY

107 SOUTH LA SALLE STREET
CHICAGO, ILL.

ADAPTABILITY

An Important Feature of

CORINCO CORKBOARD

No two refrigeration installations are exactly alike. Each one is built according to individual specifications and is designed to solve a problem of different type. How important is it, therefore, that all insulation material used is readily adaptable to existing conditions.

Corinco Corkboard, manufactured in sheets 12 in. x 36 in. or 24 in. x 36 in. is self-supporting, easily installed and readily adaptable to any type of building. It is efficient to start with and RETAINS its effectiveness indefinitely in the maintenance of desired temperatures.

CORK INSULATION CO., INC.

155 East 44th St., New York, N. Y.



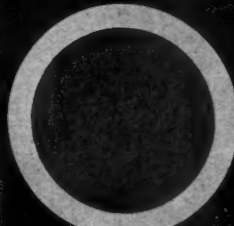
Branches and Distributors in Principal Cities

FACTORY, WILMINGTON, DEL.

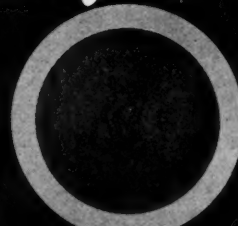
Manufacturers of CORINCO SHEET CORK, CORINCO GRANULATED CORK, CORINCO CORK PIPE COVERING

Chemists know
brands of salt differ

and so do you!



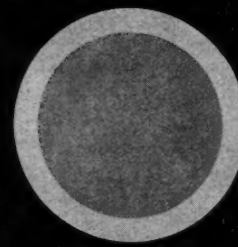
BRAND "A"



BRAND "B"



BRAND "C"



WORCESTER

What filter tests of four brands reveal No two salts are alike—in purity, in dryness, in color, in screen analysis, in character of cube or flake, in solubility or in cleanliness, as any chemist will tell you. For example, take cleanliness:

How tests were made Bags or barrels of four well-known brands of salt were purchased in the open market, including Worchester Salt itself. In each case a sample (one pound of each brand) was dissolved in distilled water and the resulting solution run through a filter paper disc. The results are shown in the photographs above, indicating the amount of insoluble dirt or extraneous matter recovered. It proves conclusively that Worchester Salt is the cleanest salt you can buy.

See for yourself You can make these same filter tests in your own plant or laboratory. We urge you to do so. It is almost needless to say that cleanliness in the salt you use has a distinct bearing on the quality of your own product.

Worcester Salt Company, America's Oldest Refiners
of Pure Salt. 40 Worth Street, New York City

Worcester Salt



Forbes

A well-known name in sausage seasoning
FAMOUS FOR QUALITY FOR 83 YEARS
JAS. H. FORBES TEA & COFFEE CO.
ST. LOUIS, MO.

908-926 CLARK AVE.

SALES OFFICES: 302 Delaware, Kansas City, Mo.;
602 Merchants National Bank Bldg., Omaha, Nebr.;
J. Grosjean, Niagara Frontier Food
Terminal, Buffalo, N. Y.

FORBES
SPICES
add the
touch that
means so much



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality
Loaves and Roasts at Low-
est Fuel and Power Cost.

\$300 Small
\$325 Medium
\$450 Large
F.O.B. Factory

Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and com-
plete details on request.

CURING MATERIALS

	Owt.	Sacks.
Nitrite of soda (Chgo. w'hae. stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62½	3.25
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw, 98 basis, f.o.b. New Orleans.....	@3.75	
Second sugar, 90 basis.....	None	
Standard gran., f.o.b. refiners (2%)..	@5.00	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.40	

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole. Ground.
	Per lb. Per lb.
Allspice Prime.....	16 17½
Resifted.....	16½ 18
Chili Pepper, Fancy.....	22 24½
Chili Powder, Fancy.....	22 22½
Cloves, Ambona.....	22 26
Madagascar.....	16½ 19½
Zanzibar.....	16 19
Ginger, Jamaica.....	17 19½
African.....	14 15
Mace, Fancy Banda.....	65 70
East India.....	60 65
E. I. & W. I. Blend.....	60 60
Mustard Flour, Fancy.....	24 24
No. 1.....	15 15
Nutmeg, Fancy Banda.....	24 24
East India.....	20 20
E. I. & W. I. Blend.....	18 18
Paprika, Extra Fancy.....	23 23
Fancy.....	21½ 21½
Hungarian.....	27½ 27½
Pepina Sweet Red Pepper.....	26½ 26½
Pimlico (220-lb. bbls.).....	27½ 27½
Pepper, Cayenne.....	21 21
Red Pepper, No. 1.....	16 16
Pepper, Black Aleppo.....	9½ 11
Black Lampong.....	7 8½
Black Tellicherry.....	10½ 12
White Java Muntok.....	12 13½
White Singapore.....	11½ 13
White Packers.....	11 13

SEEDS AND HERBS

	Ground for
	Whole. Sausage.
	11 13
Caraway Seed.....	11 13
Celery Seed, French.....	22 26
Cominos Seed.....	13½ 16
Coriander Morocco Bleached.....	8 8
Coriander Morocco Natural No. 1.....	8½ 8½
Mustard Seed, Cal. Yellow.....	8½ 10½
American.....	7½ 9½
Majoram, French.....	23 27
Oregano.....	11 14
Sage, Dalmation Fancy.....	9 11
Dalmation No. 1, Fancy.....	8½ 10½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@18
Domestic rounds, 140 pack.....	@28
Export rounds, wide.....	@38
Export rounds, medium.....	@25
Export rounds, narrow.....	@28
No. 1 weasands.....	@63
No. 2 weasands.....	@61
No. 1 bungs.....	@60
No. 2 bungs.....	@60
Middles, regular.....	@80
Middles, select, wide, 2@2¼ in.....	@40
Middles, select, extra wide, 2¼ in. and over.....	@65
Dried bladders:	
12-15 in. wide, flat.....	.70
10-12 in. wide, flat.....	.60
8-10 in. wide, flat.....	.45
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.10
Medium, regular.....	1.35
Wide, per 100 yds.....	1.40
Extra wide, per 100 yds.....	1.00
Export bungs.....	.25
Large prime bungs.....	.18
Medium prime bungs.....	.13
Small prime bungs.....	.10
Middles, per set.....	.18
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black hoops.....	\$1.40 @1.42½
Ash pork barrels, galv. hoops.....	1.47½ @1.50
Oak pork barrels, black hoops.....	1.80 @1.82½
Oak pork barrels, galv. hoops.....	1.87½ @1.90
White oak ham tierces.....	2.27½ @2.30
Red oak lard tierces.....	2.02½ @2.05
White oak lard tierces.....	2.12½ @2.15

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good.....	\$ 8.60 @ 9.00
Cows, fat.....	@ 6.75
Cows, low cutter and cutter.....	4.00 @ 5.00
Bulls.....	5.50 @ 6.50

LIVE CALVES

Vealers, top.....	\$ @11.00
Vealers, good.....	@10.50
Vealers, common and medium.....	8.00 @ 9.00
Vealers, cull.....	down to \$5.00

LIVE LAMBS

Lambs, good to choice, shorn.....	@11.35
Ewes, good woolled.....	@ 6.25

LIVE HOGS

Hogs, better grade, light weight.....	\$ @11.10
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	16.00 @17.00
Choice, native, light.....	16.00 @17.00
Native, common to fair.....	@15½

Western Dressed Beef.

Native steers, 600@800 lbs.....	15 @17
Native choice yearlings, 440@600 lbs.....	15 @17
Good to choice heifers.....	12½ @13½
Good to choice cows.....	11½ @12½
Common to fair cows.....	10 @11
Fresh bologna bulls.....	11½ @12½

BEEF CUTS

	Western.	City.
No. 1 ribs.....	22 @24	22 @26
No. 2 ribs.....	18 @20	20 @23
No. 3 ribs.....	15 @17	17 @19
No. 1 loins.....	30 @32	32 @36
No. 2 loins.....	28 @28	28 @30
No. 3 loins.....	22 @24	22 @24
No. 1 hinds and ribs.....	18 @20	19 @23
No. 2 hinds and ribs.....	16 @17	17 @18
No. 1 rounds.....	15 @15	15 @16
No. 2 rounds.....	14 @14	14 @14
No. 3 rounds.....	13 @13	13 @13
No. 1 chucks.....	12 @13	13 @14
No. 2 chucks.....	11 @12	12 @13
No. 3 chucks.....	10 @11	10 @11
Bolognas.....	12 @13	12 @13
Rolls, reg. 6@8 lbs. avg.....	23 @25	23 @25
Rolls, reg. 4@6 lbs. avg.....	18 @20	18 @20
Tenderloins, 4@6 lbs. avg.....	50 @60	50 @60
Tenderloins, 6@8 lbs. avg.....	50 @60	50 @60
Shoulder clods.....	12 @14	12 @14

DRESSED VEAL

Good.....	14½ @15½
Medium.....	13½ @14½
Common.....	11 @13

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	22 @23
Lambs, good.....	21 @22
Lambs, medium.....	20 @21
Spring lambs.....	21 @25
Sheep, good.....	11½ @12½
Sheep, medium.....	9 @11½

DRESSED HOGS

Hogs, good to choice.....	\$16.00 @16.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	22 @22½
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	17 @17½
Butts, boneless, Western.....	21 @22
Butts, regular, Western.....	20 @21
Hams, Western, fresh, 10@12 lbs. avg.....	21 @22
Picnic hams, Western, fresh, 6@8 lbs. average.....	16 @17
Pork trimmings, extra lean.....	21 @22
Pork trimmings, regular 50% lean.....	11 @12
Spareribs.....	13 @14

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	26½ @27½
Regular hams, 10@12 lbs. avg.....	26 @27
Regular hams, 12@14 lbs. avg.....	25 @26
Skinned hams, 10@12 lbs. avg.....	26 @27
Skinned hams, 12@14 lbs. avg.....	26 @27
Skinned hams, 16@18 lbs. avg.....	25½ @26
Skinned hams, 18@20 lbs. avg.....	25 @26
Picnics, 4@6 lbs. avg.....	20 @21
Picnics, 6@8 lbs. avg.....	19 @20
City pickled bellies, 8@12 lbs. avg.....	21 @23
Bacon, boneless, Western.....	30 @31
Bacon, boneless, city.....	29½ @30½
Rollettes, 6@10 lbs. avg.....	21½ @22½
Beef tongue light.....	21 @22
Beef tongue, heavy.....	24 @25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	38c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	4c each
Livers, beef.....	28c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@1.75 per cwt.
Breast fat.....	@2.25 per cwt.
Edible suet.....	@3.75 per cwt.
Inedible suet.....	@2.75 per cwt.

GREEN CALFSKINS

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	20 2.10	2.15	2.20	2.35
Prime No. 2 veals.....	19 1.90	1.95	2.00	2.05
Buttermilk No. 1.....	17 1.80	1.85	1.90	1.95
Buttermilk No. 2.....	16 1.65	1.70	1.75	1.80
Branded grubby.....	10 .95	1.00	1.05	1.10
Number 3.....	10 .95	1.00	1.05	1.10

BONES AND HOOF

	Per ton
Round shins, heavy.....	\$75.00
Light.....	60.00
Flat shins, heavy.....	55.00
Light.....	45.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@26½	27½ @28
Creamery (91 score).....	@26	26 @27
Creamery firsts (88-90 score).....	25½ @25½	25½ @26

EGGS.

Extra firsts.....	20½ @21	21 @22
Firsts, fresh.....	20 @20½	21½ @22½
Standards.....	22 @22½	22 @22½

LIVE POULTRY.

Fowls.....	15 @21	21 @22
Broilers.....	22 @24	24 @25
Fryers.....	24 @26	26 @27
Chickens, spring.....	26 @27	27 @28
Turkeys.....	16 @22	16 @22
Ducks.....	12 @18	9 @12
Geese.....	10 @12	8 @10

DRESSED POULTRY.

Fryers, 31-42, frozen.....	@25	25 @25½
Roasters, 43-54, frozen.....	28 @27	28½ @27½
Roasters, 55 & up, frozen.....	28 @29	28½ @30
Fowls, 31-47, fresh.....	18½ @20½	21 @24
48-50, fresh.....	@24½	24½ @25
60 and up, fresh.....	23½ @24½	22½ @24

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 23, 1936:

	April 17	18	20	21	22	23
Chicago.....	29	29	29	28½	28½	28½
New York.....	30½	30½	30½	30	29½	29½
Boston.....	31½	31½	31½	30½	30½	30½
Phila.....	30½	30½	31	30½	30½	30½
San Fran.....	29	29	28½	28	28	28

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	29	29	29	28½	28½	28½
--	----	----	----	-----	-----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—1936.
--	------------	------------	------------	--------------------

Chicago.....	41,608	42,536	42,138	856,165
N. Y.....	49,063	50,009	45,085	988,805
Boston.....	16,989	11,462	12,445	344,077
Phila.....	16,008	18,184	16,589	330,446

Total 123,663 122,191 116,257 2,519,493 2,380,000

Cold storage movement (lbs.):

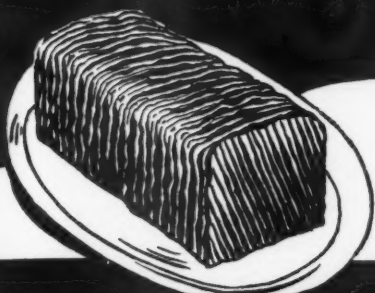
	In	Out	On hand
--	----	-----	---------

	Apr. 23.	Apr. 23.	Apr. 24. last year.
--	----------	----------	---------------------

Chicago.....	27,825	16,499	150,306
New York.....	35,706	96,149	2,068,447
Boston.....	20,660	15,016	215,895
Phila.....	65,590	6,506	301,874

Total 149,771 134,170 2,724,522 1,388,000

MEAT LOAVES



SPINACH LOAF. This loaf has suddenly sprung into popularity, probably due to publicity that "Popeye" has given Spinach. Cal Veg Spinach Leaves are especially adapted for a successful and economical Spinach loaf. Packed 8 lbs. per case.

VEGETABLE MIXTURE. A perfect combination of colors and flavor for this fast selling loaf. Economical, simple to prepare, with **GREAT SALES APPEAL.** Packed 16 lbs. per case.

MUSHROOM MEAT LOAF. Imagine a slice of meat loaf with mushroom buttons all through it and flavored to a king's taste. This loaf must retail at 3c per lb. more than plain loaves.

One Deal—Mushroom Powder for flavor and Mushroom Buttons for appearance, enough for 200 lbs. of meat. Cost, \$5.38.

OTHER LOAVES. Carrot Pimiento Loaf, Celery Parsley Loaf, Green Bell Pepper Pimiento Loaf.

Suggested formulas for all loaves mentioned above sent with orders. All prices at market price F.O.B. Chicago. Order today!

SOKOL & CO., 241 E. Illinois St., Chicago

SOKOL & Co. CHICAGO NEW YORK

SANDER MEAT GRINDERS

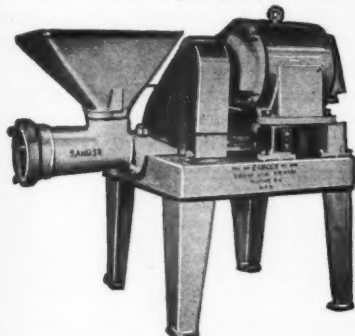
For Superior Performance

When in one operation a SANDER will cut 9,000 lbs. of large bull beef to finished size in an hour... you'll say that's superior performance. And there's no squeezing through plate under high pressure... no heating or mashing.

SANDER is superior in design and construction, too. There's safety at the operator's finger tips... a mere touch of the safety switch and it stops. Switch may be operated from both sides of the Grinder. No extra cost for this factory-equipped safety device.

The NEW, square Safety Hopper, designed as scraper, allows meat to automatically feed by gravity, without use of hands or plungers, and without jamming forks.

It saves labor and is highly efficient. Other special features that make the SANDER superior in grinding performance are listed below.



Push button control. Sanitary Base. Splash-proof motor. Triple roller chain drive, totally enclosed, running in bath of oil. Hyatt roller bearings.

SANDER MANUFACTURING CO.
238-240 S. 20th St. [Established 1875] NEWARK, N. J.

**MORE SALES
MORE PROFITS**
when you fix fine, natural color with

SOLVAY

TRADE MARK REG. U. S. PAT. OFF.

NITRITE OF SODA

Meats cured this modern way have a rich, ripe bloom. They have palate-pleasing flavor and appetizing eye appeal. This aid to a perfect, full-flavored cure conforms to all U. S. Pharmacopoeia specifications. Absolutely safe, reliable and 100% uniform in results when properly used.

Warehouses located at strategic points throughout the country supply SOLVAY Nitrite of Soda packed in convenient sized containers. Full information together with samples, prices and address of nearest delivery point sent on request to Dept. SNP.

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by
The Solvay Process Company

40 Rector Street New York

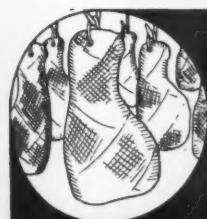
BRANCH SALES OFFICES:

Chicago	Detroit	Kansas City	Cincinnati	Pittsburgh
Houston	St. Louis	Cleveland	Indianapolis	Boston
Syracuse	Philadelphia	New York	Charlotte	

SOLVAY CALCIUM CHLORIDE

"The Safe Brine Medium"

Years of outstanding performance have earned this enviable reputation for SOLVAY Calcium Chloride. For safety, economy and complete satisfaction—it is unsurpassed.



A quality and economy wrap, put up to your specifications. This cheesecloth is made completely in our own modern mills from selected raw cotton to finished material.

UNBLEACHED FOR ALL MEAT PRODUCTS

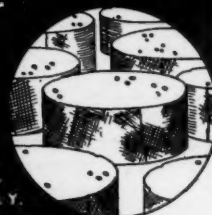
CHICOPEE

BLEACHED FOR DAIRY AND BUTTER PLANT USE

Write for samples and prices

CHICOPEE SALES CORP.

222 W. Adams St., Chicago, Ill. • 40 Worth St., New York, N. Y.



CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Attention, Meat Packers

Have efficiency survey made of your operations and modern system installed. Practical experience. Being an outsider enables me to make unbiased analysis, which aids in maintaining progress in quality and cost; will keep all expense items before you constantly. Write confidentially. No obligation. W-341, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Experienced sausage foreman, 41 years old, wants connection with reliable packer. I can make profits for you. Let me show you what I can do. W-342, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker and Foreman

Thoroughly experienced sausagemaker and foreman with over 20 years of service with some of the most reputable concerns in the East. Would be interested in offers of any concerns in the East. References furnished by request. W-343, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Casing Salesman

Casing salesman, well known among the trade in middle west and eastern territory, would like to make new connection. At present employed. Twenty years' experience. W-326, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Expert sausagemaker with long experience desires connection with independent firm. Manufactures all kinds of high-grade sausage and specialties. Cures boiling hams in eight days. Experience in large or small plants, using short cure. Guarantee results. Can correct trouble. Go anywhere. Prefer West. A-1 references. W-329, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Packinghouse Man

Aggressive young operator with 22 years' packinghouse experience, desires connection with progressive organization. Twelve years as plant superintendent. Specializes in fancy cured and smoked meats, standard and quick cures, also sausage specialties. Qualified for responsibility. W-330, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Specialties

Now available, young sausagemaker with several years' experience as foreman with high-grade sausage manufacturers. Specializes in meat loaves and delicatessen specialties, as well as full sausage line. Willing to go anywhere. W-331, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sales Manager

Sales and profit producer available on temporary basis at reasonable charge. Successful branch house and small plant management experience. Extra good on sausage sales. Can handle sales campaign, know how to merchandise meat and build up business. W-336, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

**Take Advantage of this Page
of Opportunities.**

Position Wanted

Packinghouse General Manager

Thoroughly experienced packinghouse man 35 years old. With one packer 15 years. Acquainted Eastern and Central States. Understand fresh meat and carcass business, full line curing, smoking, sausage factory operations. Handled large organizations. Understand sales promotion work. Operated several largest and smallest plants in country. W-298, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Margarine Dept. Supt.

Man with many years' experience and first-class references and recommendations wishes position as production manager or superintendent. Can invest \$500.00. W-224, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Southern Sales Supervisor

Position wanted supervising southern and southeastern sales from plant or directly on territories, with western packer having complete high-quality line of pork, pork offal, cured meats, sausages, beef, veal and dry salt meats. Have fifteen years' experience, seven years opening and supervising thirty-five routes. Wide acquaintance, good following of seasoned high-type salesmen. Excellent record and references. Replies treated confidential. W-327, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Packinghouse Superintendent

Wanted, man to manage small packing plant in Iowa. Must specialize in beef. State age, experience, and references. W-337, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Leading packinghouse in New York Metropolitan area desires salesman to represent them in Jamaica, Hollis and adjoining towns. One with following preferred. W-339, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Casing Salesman

Large, reputable original casing importing firm is seeking the services of an experienced and serious man to call on dealers' trade. W-338, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Cellar Man

Responsible successful packer has opening for first-class cellar man. Must have wide experience fresh pork and curing. Replies treated strictly confidential. E. G. JAMES CO., 332 S. La Salle St., Chicago, Ill.

Men Wanted

Salesmen

Salesmen and distributors to sell meat tenderer that has been tested and approved by meat markets, hotels and restaurants. Cost the user only \$2.50, makes you 100% profit. Guaranteed to make toughest meat tender. Ideal side line. For full details write ROSE MEAT TENDERING CO., 4803 S. 6th St., Louisville, Ky.

Men for South America

As a result of inquiries from subscribers and advertising clients for men for positions in South America, THE NATIONAL PROVISIONER will receive applications from men interested in South American service, who are experienced either in operating, sales or accounting divisions of equipment manufacturing, meat packing or other food processing businesses. Men with actual experience in South America preferred, who would be interested in returning. However, if you believe you are well qualified in any branch of the businesses mentioned, and are interested in going to South America, write to THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Sausage Factory

For sale in Washington, D. C. Modern, brick and concrete two floor building, fully equipped. Floor space 10,000 square feet, 1,600 square feet of which is refrigeration. Large lot for expansion. Operating under Government inspection. FS-332, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Meat Packing Plant for Sale

Small meat packing plant for sale with 2 trucks, all machinery and equipment ready to operate. In good thriving city of over 100,000 population. \$5,000 cash, balance on easy terms at best offer. Send 15c for blueprint and information. O. L. SMITH, 1706 W. Franklin St., Evansville, Ind.

Packing Plant for Sale or Rent

For sale or rent, modern brick 3-story packing plant, fully equipped. Formerly occupied by Meyer Packing Co., located on two railroads, B. & O. and P. R. R., large pens and pasture. Can be in full operation within a few hours. Will consider selling all equipment. H. H. BENNETT, Indiana, Pa.

Sausage Factory

For sale, modern sausage factory, best location in Chicago, on busy street. Must sell on account of death of partner. Big money maker for right party. FS-340, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

THE CASING HOUSE

BERTH. LEVI & Co., Inc.

ESTABLISHED 1882
NEW YORK CHICAGO LONDON
BUENOS AIRES HAMBURG WELLINGTON

BRECHT

HOG BEEF SHEEP CASINGS

The Brecht Corporation

St. Louis New York Buenos Aires Hamburg

THE CUDAHY PACKING CO.

Importers and Exporters of

Selected Sausage Casings

221 North La Salle Street Chicago, U. S. A.

Harry Levi & Company, Inc.

Importers and Exporters of

Sausage Casings

625 Greenwich Street NEW YORK, N. Y. 723 West Lake Street CHICAGO, ILL.



PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLES

PATENT CASING COMPANY

617-23 West 24th Place Chicago, Illinois

Equipment For Sale

Sausage Machinery

For sale, No. 57-T "Buffalo" self-emptying silent cutter; No. 43 "Buffalo" silent cutter; No. 5 "Boss" silent cutter; 500-lb. "Buffalo" stuffer; 400-lb. Randall stuffer; 250-lb. "Buffalo" stuffer; 1,000-lb. "Buffalo" mixer; 400-lb. "Buffalo" mixer. Completely overhauled. In perfect condition. FS-335, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Laundry Equipment

For sale for packing plants, reconditioned washers, extractors, dryers, ironers. H. C. KEEL CO., 709 W. 22nd St., Chicago, Ill., manufacturers of KEELBILT equipment.

Packinghouse Equipment

For sale, sausage machinery, with or without D.C. 110-volt motors.

Hog killing and cutting equipment; moving viscera tables; hog conveyors, trolleys, etc.
Curing vats.
Rotary smoke houses.
Lard roll, fertilizer dryer, press, stick evaporator.
Ice machines, 75-100 and 150 tons, electric and steam.
Tubular boilers, Jones underfeed stokers.

Write for detailed description to FS-323, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Used Machinery

Closing out used machinery department. Many bargains to offer. Send us your inquiries. Menges-Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

"Surplus" Ammonia Machines, Etc.

50 ton Complete Ammonia Steam "hyalde"
25 " " " Motor " "
15 " " " " " "
5 & 10 " " Self Contained " " "
1/4 to 15 Horse "Curtis" Methyl " "
All "Standard" Makes guaranteed in good working order. Offered at half factory prices. Wire or write your needs. Born Refg. Co., Inc., 216 N. Wabash Ave., Chicago.

Packinghouse Equip. For Sale

Included in equipment purchased from Lancaster Packing Company. All in good condition.

1-No. 166 "Boss" Enterprise Meat Chopper complete with motor—\$350.00.

1-Hand Power Hydraulic Lard Press, 15 in. dia. x30 in. long steel container, 5 in. dia. ram with 14 plates—\$150.00.

1-No. 7E Cleveland Kleen-Kut Lard Chopper complete with motor and starting switch.

1-24 ton capacity Frick Ice Machine.

Complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-200-lb. freezing cans, overhead traveling crane, and American Marsh Brine Pump.

For further details and for complete revised list of other packinghouse equipment for sale, write

GEO. H. ALTEN
P. O. Box 426 Lancaster, Ohio.

Equipment For Sale

Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Neil and Mechanical Mfg. Co.; 3 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 3 Mechanical Mfg. Co. double-arm Mixers. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.

Telephone: Barclay 7-0600.

Shops and Warehouse: 331 Doremus Ave. Newark, N. J.

Miscellaneous Wanted

Tripe Cleaner & Rendering Plant

Would like to buy good, used tripe cleaner. Must be priced right. Also dry rendering plant complete. P. O. Box 175, Marshalltown, Iowa.

Take Advantage of these Opportunities

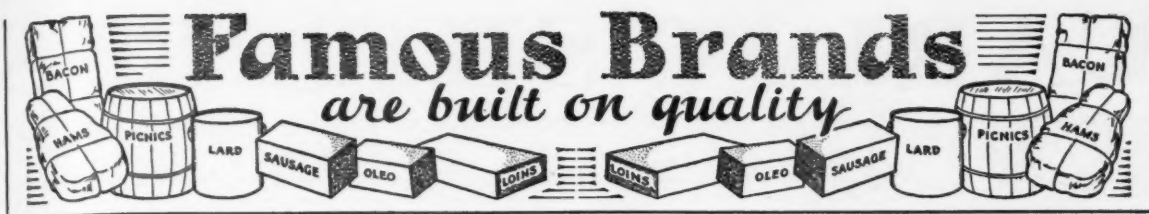
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CANNED FOODS**

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

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Utica, N. Y.
Manufacturers of



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QUALITY Pork Products That SATISFY

Rath's

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BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

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A full line of Fresh Pork — Beef — Veal
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Established 1845



**NATURE AND
HUMAN SKILL**

combine to give
Superb Quality
in these imported
canned Hams.

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Hogs—Cattle—Calves

[We Specialize in Straight
Carloads of Dressed Hogs]

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SHIPPERS OF STRAIGHT AND MIXED CARS OF

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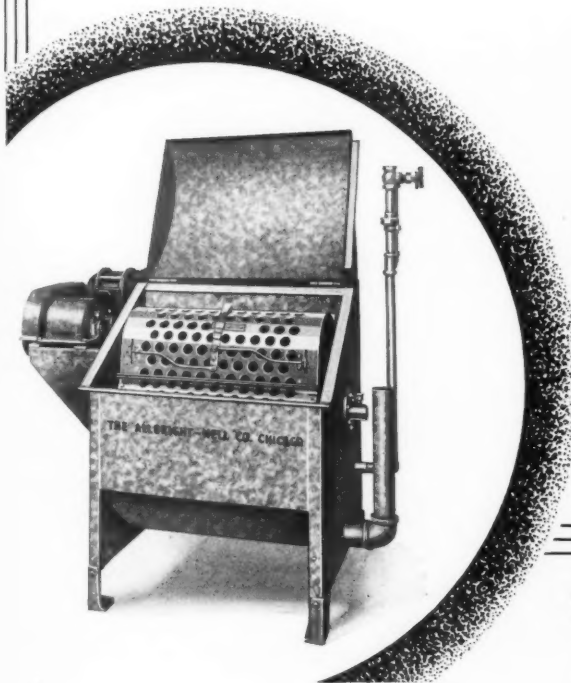
BUFFALO - OMAHA - WICHITA



SCALDERS AND SCRAPERS

**Exclusive Corrugated Cylinder
Cleans Tripe and Offal Better**

The corrugated contour of the washing cylinder in these ANCO Machines is an exclusive feature. This unique shape increases the scraping surface and agitates the product to such a degree that baffles are not needed; neither is an expensive driving mechanism necessary to facilitate agitating motions. They scald and scrape tripe, hog stomachs, beef bungs, tongues, and chitterlings efficiently in a minimum length of time.



LARGE No. 42

Stub shafts are used in the washing cylinder of the above standard machine to eliminate the wrapping of products around the shafts. From 10 to 25 tripe in a single charge are thoroughly scalded and scraped in a remarkably short length of time. This machine can be made with longer cylinder for greater capacity requirements.

Easy to Unload

The simple driving mechanism permits rotating the cylinder by hand to bring the removable cylinder section to the proper position for the removal of tripe or large offal by hand. The slush gate in the bottom at one end permits quick unloading of cleansing solution and smaller products.

No. 490 FOR THE SMALLER PACKER

This small machine affords the smaller packer the opportunity of economically scalding and scraping tripe, hog stomachs, bungs, tongues, etc. The corrugated cylinder is also a feature of this machine and has a capacity of 7 tripe per charge.


*Write for new Tripe Scalders and
Scraper Folder No. 41*

THE ALLBRIGHT-NELL CO.

Eastern Office:
117 Liberty Street
New York, N. Y.

5323 S. Western Boulevard,
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Full dress

FOR YOUR SAUSAGE

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